By Victor Mallet in Safwan, southern Iraq

THE Iraqi city of Basra was in

One man leaving the city said crowds cheered and shouted anti-Saddam slogans

when a tank fired shells through a large portrait of the

Officials of the Ba'ath party, the instrument of President

Saddam's regime, had all fled and many soldiers, including a large number of wounded,

But some reports from a stream of hundreds of Egyp-

tian refugees trickling across the border into Kuwait said

that troops loyal to the regime were intimidating and even killing Egyptian workers in the

city. Mr Abdullah Jaber al Bad-

ran, 24, a student from Kuwait who had gone to the city to get food for his family, said that at

9 am yesterday an Iraqi army

tank fired three or four shells through a portrait of Mr Sad-

dam wearing military uniform

in the centre of town, next to the Ba'ath party and Popular

"The people cheered," he said. "They shouted 'Saddam is

finished. All the army are

dead'. People ululated and shouted 'wonderful', young, old

Mr al Badran said that other

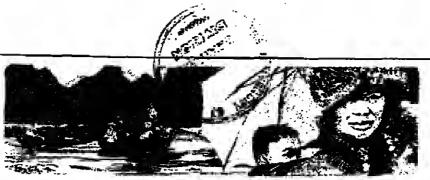
tanks in the square did nothing to intervene and soldiers

had joined in the demonstra-tion. "They were all shooting in the air and saying they don't like Saddam," be said.

and women."

were also pulling out.

dam Hussein.



Vietnam's lost apocalypse Justin Wintle visits Binh Hoa, a forgotten battleground, where rillagers remember terrible events concealed for 25 years

Page IX A peace dividend for savers? Finance & the Family writers assess gains and losses for

investors in the wake of the Gulf War

**EUROPE'S BUSINESS NEWSPAPER** 

# FINANCIALTIMES

FT No. 31,393 THE FINANCIAL TIMES LIMITED 1991

Weekend March 2/March 3 1991

D 8523A

ofitable has

the next

linked was fields w

tock mak

irection of The per-

on of detail

iditon to

have detail

nployes

n their ac-

i their pa

negotia

success.

isted pag

That of the

27.7.18cm

Arrest at .

....

1.48 . (

terest : \$

Chirer.

na ture

B IRT.

T 444)

AII

374

\*\*\*\*

-

68 - 201

 $_{2}\mathcal{B}^{\ast \alpha }$ 

75 28-<sup>3</sup>5-7 3-63-7

**WORLD NEWS** 

## Moscow to hold talks with strikers

Moscow agreed yesterday to discussions with the sixmonth-old independent miners union on pay and political change. The offer of talks came only hours after the union launched its first national

The stoppage drew a mixed response from miners, who are calling for wage increases of between 100 and 150 per cent. In the key Donbass min-ing area of the Ukraine, only a minority of pits took full strike action. Page 4

Wandsworth poll tax

The Conservatives' flagship local anthority is cutting its poll tax from £148 to £136 for the year from April. Labour argued that the London borough of Wandsworth achieved its low tax by "savage" cuts in services. Page 24; Voters get what they paid for, Page 6

Junta widens powers Thailand'a military jimta, which overthrew an elected government a week ago, gave itself wide powers pending a return to civilian rule. It retains the right to decide pol-icy, appoint a caretaker premier and national assembly and enforce law and order.

Dhaka coalition moves Begum Khaleda Zia, whose Bangladesh Nationalist Party failed to win an outright parlia mentary majority in Bangla-deab's first democratic elections for 20 years, is hoping to form a coalition. The BNP won only 140 of the 300 seats in parliament. Page 4

Kenyan dissident held Gitobu Imanyara, a leading Kenyan democracy cam-Renyan democracy came palgner, was arrested in Natrobi. The move came two days after the seizure of copies of a magazine he publishes. It contained the manifesto of a party launched last morth in defiance of Kenya's single-

party system. Page 🖈 Anglo-French frigate France and Britain agreed to tudy joint development of an anti-aircraft frigate for their navies. The high-speed, 5,500-tonne vessels would enter service in about 2002. Page 6

Liberian peace move Leaders of Liberia's three main factions agreed to co-operate with plans for national talks to end the country's 14-month civil war. The peace conference is due to be held on March 15.

More Baltic polls -

Latvia and Estonia are staging independence polls tomorrow as part of campaigns to break away from the Soviet Union. In the neighbouring Baltic state of Lithuania last month, voters overwhelmingly backed independence. Page 4

Left-wing rebels in El Salvador announced a ceasefire during impending local and nationa elections. They also damaged three transformers at the country's higgest power station.

Bomb hoax arrests Police have arrested 15 alleged bomb boaxers since the explo-sions at London railway stations 12 days ago. They could face maximum five-year sentences if convicted.

**Vodka rationing** Muscovites are being rationed to one half-litre bottle of vodka a month. Restrictions on basic goods are being introduced in many parts of the Soviet Union to mitigate the effects of the country's chaotic distribution system.

**BUSINESS SUMMARY** 

#### **US** downturn continues but rate slows

The US economic downturn is likely to continue for some months but there are indica-tions that the rate of decline

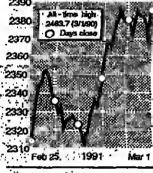
is slowing.
A batch of economic indicators confirmed the recession. These show a 2.6 per cent fall in construction spending and a 0.4 per cent fall in the Commerce Department's index of leading indicators for January. However, the monthly business index prepared by the National Association of Purchasing Management rose slightly last month, for the first time since May, Page 24

US banks may face less of a squeeze oo their lending operations as a result of moves by Federal regulators to allow smaller write-offs and provisions oo some dubious loans,

ABBEY National, UK's newest clearing bank, increased its profits by 16 per cent to £582m in the housing market brought the former building society a mounting volume of bad debts and losses in some parts of its business. Page 10; Lex,

ended a successful week, which saw the equity sector rise by just over 3 per cent, oo a confident note, although prices moved more erratically. The FT-SE 100 index rose 6.0

FT~SE 100 Index



to 2,386.9, for a gain of more than 72 on the week. London stocks, Page 15; Lex, Page 24 UNION BANK of Switzerland reported a 13.5 per cent fall in net earnings to SFr/80m (£308m) in 1990, but proposed an unchanged dividend. Page

PORSCHE, German sports car manufacturer, announced a
13 per cent drop in pre-tax profits to DM65m (£22m) in the
six months ended January 1991 after a fall in export business.

HEINEKEN, Dutch brewer, per cent to Fi 365.7m (£111.4m).
Turnover was up 5 per cent at Fi 8.2bu, reflecting a rise in volume sales in Europe and ou export markets, higher sell-ing prices, and favourable cur-rency movements. Page 12

JAPAN: A surge in exports cut Japan's current account deficit in January to \$33m (£17.4m), compared with \$559m for the same month last year.

UK ECONOMISTS are increas ingly pessimistic about the country's economic performance this year, says the Trea-sury's final monthly survey of economic forecasts before the Budget. Page 7; Grim small businesses, Page 6

HARRODS, the store in of its workforce, rather than the 600 which had been

MARKETS

STOCK INDICES DOLLAR New York DM1:5375 2,386.9 (+6.0) \$1.8975 FF/5.2370 \$1.898 (1.9106) 1,918.2 (+7.5) FT-A All-Share: SFr1.333 V114 955 FFra 935./9 925) 1,154.48 | +0.4%) DM1.537-(1.5265) FFr5.235 (5.195) SFr1.3315 (1.326) Y134.5 (133.0) **New York lunch!** Y258.25 (254.0) £ index 93.7 (93.8) DJ Ind. Av.

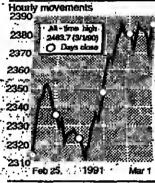
OOLD. \$ Index 61.9 (61.5) New York: Comex Apr \$368.6 (369.0) Tokyo close: Y134.25 \$368.55 (364.75) RATES W SEA OIL (Argus)

US LUNCHTIME 25,881.57 (~527.65) Fed Funds 614 % 3-mo Treasury B LONDON MONEY yield: 6.249% Long Bond: close Mar 1212 (same Liffe long gift fut Jun 923 (913) 95<sup>5</sup>8 yield: 8.265%

ELLING PRICE-IN IRELAND 80p. IN MALTA 45c

# Basra crowds shout anti-Saddam slogans in first signs of popular revolt Anarchy in Iraqi city

LONDON EQUITIES: Shares



Knightsbridge, central London, is to shed 200 jobs, 5 per cent reported, after identifying staff willing to take early retire-ment, part-time work or sab-baticals.

2,908.42 (+26.24)

S&P Comp 369.68 (+2.61)

CONTENTS

Middle East: .. Dove of peace among the ruins Editorial comment: . Light shines into the gloom

Sir Denys Henderson Conservative Central Office: . Philosopher in the Tory engine-room

Bitter taste for publicans

UK Stock Market Report 0836 430001, FOREX 0836 430001; Buillon 0836 430025; UK Company Nows 0836 430002 Cells charged at 33pin charp rate, 44piminute at all other times. To obtain a tree Cityline Share or Unit Trust directory, ring (071)-925-2128

Austris, Sch30; Bahrgin Din0,900. Sermuda S1,50; Belgium BFr60; Canada CS1,00. Cyprus CC1,00. Denmark DK113,00; Egypt EC3,50-Finland Fmk8,50; France FF17,50; Dermany DM3,00; Grosco Dr200; Hong Kong HK814. Hungary F145, Icoland IKR180; India Rup20,Indonepia Rp3,100, Ireland IKD,80; Israel NSA,00; Italy L2200, Japan Y500; Jordan J51,20. Kuran Won 2000; Kuradi Filis 500,Labanon El 1000, Lucembourg LFr60, Malayeta Rin4,50, Maria 45c; Mexico Pee300; Morocco Dh10,00; Nigeria Native15.00, Notherlands Filis 500,Labanon El 1000, Coman OR1,20 Pakistan RSSC; Philippinee Psc 40; Poland 21 11000; Portugal Esc185, Calat CR10,00; S.Asabia Ris8.00, Singspore SS4 10; Spain Pta175 Sri Lenka Rup30, Sweden SKr13,00; Switzerland SFr2,70;Talwan NT\$85, Thertand Bh150, Tunisia Din0,800; Turkey L3000; UAE Dn6 00, USA \$1.00

#### **GULF WAR**

■ London stocks......

a state of anarchy yesterday, eyewitnesses said, in what appeared to be the first signs of a popular revolt against the dictatorship of President Saddam Hussein ■ Genscher takes peace plan to Washington. Page 2 Inside Iraq's torture

.. Page 3 Editoriai Comment.. Page ■ Dova oi peace among tha ruins Page 13 **■** Currencias.....

■ World stocks...... Page 21 Paga 24 Lex.... ■ Package holiday bookings . Page 24

Paga 15

Such scenes in what is the country's second largest city would be unthinkable in prewar Iraq and amount to a dra-matic challenge to the regime's authority.
Mr al Badran, wbo, like many Kuwaitis, knows the city

well, said that no one seemed to be in charge. "There is no government in Basra," be said. "The Ba'athis have disappeared."

He said that soldiers were stripping off their uniforms, with many abandooing their weapons and leaving, even though US forces did not appear to be near the city. He encountered none oo his journey to the border. Egyptian witnesses, fleeing

the city because they feared a pogrom, confirmed the picture of chaos. One said that soldiers had entered a shopping centre in the city, fired in the air and ordered Egyptians to leave because of their government's support for the war. Another

said between 10 and 20 Egyptians had been killed in the past five days, while a third witness, Mr Omar Mohammed Hussein, said two had been killed in the Zubeir area, south west of Basra.
One Egyptian confirmed that

soldiers were stripping off their uniforms and saying that they hated Saddam Hussein.

The terrible punishment the army has taken is visible all along the 620 mile route from Kuwait City to the border town of Safwan. The road is choked with burned out vehicles and littered with dead bodies. Where the road passes Mutla

Ridge, a large Iraqi fortifica-tion near Jahra commanding the Kuwait City-Basra highway, there is a mile-long, impassable mass of devastated tanks, trucks, tankers and looted vans and cars — anything the Iraqis could use to escape from the city.

As they fled on Tuesday in the city is a second to the city. night they were attacked by the allied airforce and later by

a US armoured brigade. The result is what amounts to a massacre. Thousands of vehicles are jammed together. destroyed by rockets and clus-ter bombs or wrecked as they smashed into each other in

As the first vehicles were hit, the ones behind piled up behind them. Many drove off into the desert on the side of the road in a futile attempt to escape the slaughter.

There are too many corpses to count. Many of the dead are charred at the controls. Others have been incinerated beyond recognition. The rest are lying Continued on Page 24



Welcome back: Edward Gnehm, US ambassador to Kuwait, is greeted from his helicopter in the embassy compound

## **US** hopes for early deal on ceasefire

By Peter Riddell in Washington, Tony Walker in Riyadh and Robert Graham

PRESIDENT George Busb beld out the hope yesterday of an early ceasefire agreement with Iraq to end the Gulf conflict. This could come in talks due to be held today between allied and Iraqi military command

At the same time be warned lraq that any progress towards a permanent ceasefire would depend on the speed with which allied of prisoners of war and Kuwaiti detainees were released.

The return of prisoners ill be one of the main topics today when General Norman Schwarzkopf, the US com-mander in the region, and other allied military leaders meet Iraqi generals at an undisclosed point on the Iraqi-Kuwaiti border, Mr Busb said be was coo-vinced the Iraqis would comply

oo this and other matters relat ing to the ceasefire, such as the handing over of minefield maps, but be added: "They had better comply."
While the practicalities of a

ceasefire will be discussed by the military on the battlefield, the diplomatic aspect of the ceasefire is being handled by the United Nations.

The US yesterday was reported to be drawing up pro-

posals to cover such matters as the return of prisoners as well the maintenance of the existing economic embargoes

against Iraq.
Earlier, Mr Dick Cheney, the
US defeoce secretary, had said
the return of the prisoners had to be "very fast." He also waroed that if the lragis launched a Scud missile at Saudi Arabia or Israel, or undertook some other bostile act, the allies would resume

In the face of growing calls in the US for an early return Continued on Page 24

# **Improve Your Sales Performance**



#### into your PC...with Delta Five How long would it take you to list your able to anyone with a PC - you don't even

top ten customers last year for each need computer experience. Find out the salesman? Delta Five could do it in just a benefits of Delta Five - Return the coupon management power is avail
COMPSOIT 

for your FREE Delta Five demonstration disk.

For your FREE demonstration disk - Return the coupon or 'phone 0420 89545 NOW!

340	Name		M	Ir/Mrs/Miss
-35-	Position			
DELTA	Company			
DLLIA	Address			
F				
1 1 <u>V</u> L	Telephone			
POWER WITHOUT PROGRAMMING	Disk Size Required	3.5" 🗔	5.25" 🗀	(Tick Box)

easi easi easi om EX eta lethe will in ce lon ce e

the nge for bas ion to for ipo-truors est der and leir hey for ifo nal ore s bu scal scal pro-nent ways Is low Vrite sham DT2

THE future of Iraqi President Saddam Hussein was the subject of intense speculation last night following reports from Algiers that he was negotia-ting asylum in Algeria. The report, in the French daily newspaper, Le Monde,

By Our Foreign Staff

claimed the Algerian govern-ment had granted the Iraqi leader's request on condition that his successors in Baghdad approved the arrangement and that the allied coalition would not pursue him for war

Neither the Algerian govern-ment nor any of the govern-ments in the allied coalition ranged against Iraq was will-ing to confirm this deal.

seeking asylum in Algeria

Saddam reported to be

Mr James Baker, the US sec-retary of state, said in Wash-ington that be knaw of no such move by President Sad-dam. He commented: "I don't think any tears would be shed if Saddam Hassein were to

President George Bush said be was unaware of any sucb deal to allow the Iraqi leader

to evade his responsibilities in international law for what had bappened in Knwait.
The President conceded be was aware of rumours about possible moves to change the leadership in Baghdsd. This

to leave; but be insisted the US

would not acquiesce in any

arrangement allowing Saddam

underlined speculation over how much longer the Iraqi office after the bnmiliating defeat at the bands of the

# **Barclays executive quits**

ing back to 1964 appears to

THE DIRECTOR in charge of personal customer business at Barclays has quit the bank in protest at a fortbcoming restructuring of its operations. Mr Seymour Fortescue's resignation, announced in a terse statement by the UK's largest clearing bank yesterday, took

most of Barclays' executives by The news came less than 24 bours after Barclays' 1990 results which included a \$4m

loss by its Central Retail Services Division, the credit card arm of the bank, which is included among Mr Fortescue's responsibilities.

Although Barclays said yesterday that Mr Fortescue, who is 47, had resigned in order to pursue other business interests, his decision to end a ests, his decision to end a career with the bank stretch-

have been mainly prompted by bis opposition to top-level changes within the bank. Last autumn, Barclays announced plans to separate its international and UK bank-

ing husinesses. Within the UK.

corporate and personal customer business are soon to be grouped together for the first time under Mr Geoffrey Miller, director UK banking. "I would bave been moved a layer lower down (in the bank's hierarchy]". Mr Fortes-cue said yesterday. He made clear that his basic objection operations specialising in retail "Our most successful com-

petitors sre developing separate global wholesale and retail banks, but we will be preserying geographic separation. They tend to run their per-sonal sector business on a separate basis for accountability and [computer] systems con-trol overbranches and do not use the same branch network for mixed corporate and per-

sonal business", he said. His successor is to be Mr Mike Pitcher, at present vice-chairman and managing direc-tor of Barclays Financial Ser-vices. Mr Pitcher will be was his belief that Barclays will be at a disadvantage at a time when a single European market in retail hanking Is replaced by Mr Ken Bignall, chief executive of Central emerging, as competitors such as Abbey National and TSB Retail Services Divisioo. No replacement for Mr Bignall bas Group develop tigbtly focused vet been announced.

Wall Stre

73.16-19

21-23

London Options Commodities Prices ... Commodities Review Managed Funds Recent Issues .. Man in the News: .. London

Gold Markets

ol-is er er on ay or tal

FOIR ALL DELICE PLANT IN Washington

Mr. Genscher ect MR Hans-Dietrich Genscher, Germany's foreign minister, yesterday put forward to US President George Bush Ideas for tackling outstanding con-flicts in the Middle East along the lines of the Conference on Security and Co-operation in Europe (CSCE) which reduced east-west tensions in the 1970s. Mr Bush, who held talks with Mr Genscher yesterday, reacted with enthusiasm hut warned that US post-war plan-ning was still at an early stage. However, Mr Bush made clear that the US favours e comprehensive approach to the Middle East covering Lebanon, the Pelestinian issue and a new security system for the Gulf including Iraq.
"I want to repeat my deter-mination to have the US play e

very useful role... end whether it proves to he e peace conference or some bolder new idea time will tell."

Genscher takes peace

The advantage of working towards e CSCE-style conference is thet it would allow other countries such as Germany, France and Britain to assist the US in hullding confidence between antagonists.
At the same time the cantious epproach would defuse pressure for an early Middle

pressure for an early Middle
East peace conference aimed at
tackling the Palestinian issue
– which Israel objects to.
Mr James Baker, US secretary of state, is due to visit the
Middle East and the Soviet
Union next week to canvass
the allies on ideas for economic
reconstruction and post-war reconstruction and post-war security in the region.

Mr Genscher echoed British reservations about the idea of e Middle East Development Bank which was floated earlier by Mr Baker – particularly if Germany were asked to con-

The German foreign minister said the wealthy Arab states should be big donors and should take the lead in reducing the imbalance between rich and poor states in the region. Despite Bonn's own financial

constraints, which have grown as a result of the economic cri-sis in former East Germany, Mr Genscher said his government would stick to its pledge of \$5.5m (£2.86m) for Opera-tion Desert Storm for the first three months of this year. Already \$2.1hn has been dis-bursed.

## UK industry uncertain over export credits for Kuwait

UNCERTAINTY is growing in British industry over the level of support the government its prepared to provide to export-ers seeking export credit guar-antees for Kuwaiti reconstruc-

Mr Peter Lilley, secretary of state for trade and industry, declined to confirm yesterday that credit cover would be available from the Export Credits Guarantee Department, saying only that ECGD would "rapidly clarify the position".

There was "a presumption" that ECGD would make export credit cover evailable, hut much would depend on the circumstances and or which the

cumstances under which the Knwaitis were operating, he told a press conference. Worries thet Kuwaiti husi-

ness could be caught up in cur-rent efforts by the Treasury to restrict ECGD's operations may upset hopes that British companies will reap substantial orders for Kuwait reconstruction husiness. Private sector industry and

the Department of Trade and Industry have combined in an unusually united effort to seek such orders. The hope is to profit from the British role in liberating Kuwait to win back companies in recent years. ECGD said yesterday only

THE BBC is poised to help the

Knwaiti government re-establish a broadcasting system as it

begins the work of reconstruct-

ing the country over the com-

Kuwait's Ministry of Informa-

tion, the international rela-tions unit at the BBC is stand-

ing by to send in advisers who

might help to provide training.

equipment or suggestions on

how to structure the new

hroadcasting service.
"It is still too early to say

By Andrew Jack

that it was "reviewing the situatlon" regerding Kuwaitl

cover. Bankers specialising in trade finance said a degree of cau-tion at this stage would be nor-mal. Much depends in the short term on whether orders for immediate needs such as pharmaceuticals and hospital snpply equipment are chan-nelled through private compa-nies. Granting credit insurance on loans to such companies might be difficult hecause Kuwait's private sector infrastructure has been largely destroyed and the huyers might not have an established track record.
There would be less problem

in principle in insuring credit on Kuwaiti government orders for long-term reconstruction orders, though premium levels and cover availability would clearly be affected by the strict. rules now being introduced by ECGD in an effort to minimise claim payments. One problem is that Kuwait has not sought such cover in the past and there is therefore no claims experience to draw on.

Businessmen attending yes-terday's press conference were none the less optimistic about the volume of orders they might receive from Knwait fol-lowing the liberation, espe-

removed during the Iraqi occu-

service was one of the most respected in the Middle East,

with English and Arabic lan-

guage radio and television channels and a news agency, all controlled by the state.

to many foreign governments

The BBC has offered edvice

Following a request from pation.

The Kuwaiti broadcasting

The Kuwaiti broadcasting

exactly what we will be doing yet," the BBC said. "We have to hear what they want. We

cially given the united front that British industry was now presenting to Kuwaiti officials responsible for reconstruction.

The shortlist of 34 companies eligible for the initial \$46m (£24m) worth of emergency reconstruction huslness incloded 10 British companies. and the first orders were likely to be awarded by the middle of next week, according to Mr Adrian White, chairman of the Biwater water treatment con-

British companies had been deterred from husiness in Kuwait hy the penal contract conditions which had made it difficult to trade profitably there. Mr White said Kuwait would be rewriting its standard conditions. dard conditions. Mr Alan Cockshaw of Amec,

the construction company, said companies might have to wait until next year before big infrastructure reconstruction orders were placed. "We believe it's fundamental thet we stick together as UK Limited," he said.

in Paris, Thomson, the state-

owned electronics group, yes-

terday announced a big con-

tract to supply an emergency mohile television system, to

enable Kuwaiti hroadcasting to

get under way as soon as possi-hle. The group is oot disclosing

the value of the contract, for an outside hroadcast van, e

mohile television studio, power

transmitter and microwave

Mr Lilley said he would visit Kuwait when it was appropri-ate to back up UK exporters' efforts. "The UK has a large part to play in the reconstruc-tion work, just as we have done in the liheration of Kuwait," he said. Victors will meet vanquished amid claims of truce violations

# Formal ceasefire talks to begin today



VICTORIOUS allied commanders will meet van-quished Iraqi generals at a mil-itary base in occupied southern

itary base in occupied southern Iraq today to discuss a formal disengagement, amid counterclaims from hoth sides of ceasefire violations.

Since the guns fell allent at dawn yesterday after the Iraqi army was routed in e tour-day allied onslaught, there have been sporadic incidents involving Iraqi and IIS soldiers, but ing Iraqi and US soldiers, but allied spokesmen attributed these to poor communications from Baghdad, which may not have been able to inform all its men in the field that the war

General Norman Schwarz-kopf, tha US military com-mander, was expected to lead the allied side in the ceasefire talks, accompanied by his Sandi, British and French counterparts. The exact time and location of the talks are being kept secret for security

But Brigadier General Richard Neal of the US Central Command in Riyadh said last night it was expected that military commanders would adhere to the timetable set by US President George Bush, who called for truce talks to take place within 48 hours of the ceasefire coming into

Among issues to be resolved in discussions between allied and Iraqi commanders are those of prisoners of war, Kuwaiti detainees, the return of the remains of allied soldiers killed in the war and orderly disengagement along the front. In Washington, Mr Dick Cheney, the US defence secre-tary, warned there would be no

formal ceasefire unless Iraq returned American prisoners of war quickly. "We will not agree to a ceasefire or have arrangements made for a ceasefire until we are satisfied that we will receive our prison-ers in short order," he said. In Baghdad, Mr Tariq Aziz, the Iraql foreign minister,

accused the US of violating the ceasefire hy reinforcing its troops inside Iraqi territory. Mr Aziz also charged that US pilots were continuing to fly

pilots were continuing to fly over Iraqi airspace.

"This behaviour on the part of America demonstrates ill intention and non-adherence to pledges," he said, as Baghdad Radio continued to claim victory in the midst of one of the greatest military defeats in history. Iraq, it said, had eaded the war united behind President Saddam Hussein after offering the world a "lesson in " offering the world a "lesson in :

offering the world a "lesson in steadfastness".

Brig Gen Neal said that in the most serious ceasefire violation yesterday, Iraqi soldiers travelling in a bus had opened fire on US servicemen manning a checkpoint. In the ensuing exchange six Iraqis were killed and six wounded. There were no American deaths.

In another incident two IIs

In another incident two US soldiers were killed stepping on mines. This takes the American death toll to 81. Twentyeight US servicemen were a killed in a Scud missile attack

killed in a Scud missile attack on their barracks near Dhahran in eastern Saudi Arabia early this week.

US spokesmen have not previded casualty figures for Irani dead, but Brig Gen Neal said they were "enormous". Special units were engaged in hurying war dead and collecting details to be passed on to the Irani euthorities.

The first television film from The first television film from

the road north of Kuwait City showed hundreds of hurned and twisted vehicles destroyed in allied air attacks. There appeared to have been appalling carnage among fleeing

Iragis.
Brig Gen Neal said details from the battlefield and interviews with captured Iraqi commanders indicated that one of the reasons chemical weapons were not used was the fear of contamination of their own men. "They might not have been comfortable operating in a dirty environment," he said.

B John V.

Marie Constitution of the last of the last

CONTRACT TO

THE STATE OF THE S

Marie Services

AGE : 10 

4

Ship Design

alesti

# Pentagono looking warily towards Turkey

Greece fears a loss of postwar influence to its Nato neighbour, reports Kerin Hope

N THE corridors of the Greek Defence Ministry, known locally as the "Pentagono", people talk less ebout the Guif war than about Turkey's chances of becoming the dominant power of the eastern Mediterranean in its after-BBC to help rebuild broadcasting

The immediate fear in Greece is that the balance of power in the Aegean, where the two allies in the North Atlantic Treaty Organisation have conflicting claims on airspace and undersea oil deposits, will tilt irrevocably in Tur-

kev's favour. A more powerful Turkey, the argument goes, would prove increasingly stubborn over the Cyprus problem and would also press harder for concessions on the Aegean disputes, which brought the two neighbours to the hrink of war as

recently as 1987. A firm Greek conviction that Turkey's long-term policy towards Greece is invariably

hostile and expansionist under-lies official attitudes to rela-tions, though a few indepeodeot Greek analysts now speak of setting aside "paranoia about Turkey" in favour of a

more flexible approach.

Turkey's willingness to permit US bombing missions against Iraq to be flown from south-eastern Anatolia brought a panic-stricken reaction from the Greek government. The foreign minister, Mr Antonis Samaras, rushed to Washington seeking assurances that Greek interests would not be

ft is not that Greece has beeo oeglecting its responsibilities as an ally. A Greek navy frigete has petrolled off the Jordanian port of Aqaba since September. The two US bases on Crete make heavy use of nearby Greek airfields, while British pilots were allowed to fly training missions from Rhodes. President George Bush spoke warmly of Greece and

the US "standing shoulder to shoulder" in a time of crists.
The US Defeoce Department
promised the Greek army 800
tanks and other armoured
vehicles from the European

arms reduction cascade.

A Greek request to the US for Patriot missiles, already installed in Turkey, will be given serious consideration, Mr Samaras was told. They would protect hoth Greek and US bases on Crete from e possible Libyan attack, according to Greek military analysts. But Mr Samaras admitted that the powerful pro-Greek

lohby in the US, whose efforts are crucial to maintaining the Aegean balance of power, faces an uphill struggle this year to block the edministration's plans for substantially increasing military aid to Turkey.

It was upset last month when the US announced that Turkey would receive an additional \$85m (£43m) in military aid this year.

Greece and Turkey call for a 20 per cent rise in military funds for Turkey to \$525m, with an additional \$75m in economic aid. Military credits for Greece would total \$350m, the same as this year. This distribution would dra-

Proposals for 1992 aid to

matically overturn the 7:10 ratio in sid to Turkey and Greece imposed by Congress, which, with prodding from influential Greek-Americans, regularly withstands efforts by the administration to give Turkey a higger than key a higger share. This year, however, Turkey's

importance as a bulwark ageinst post-war instability along its sonthern borders stands to outweigh the usual arguments ahout its poor human rights record and continoing intransigence over efforts to re-unite Cyprus. The island is still partitioned, 18 years after Turkish troops invaded in response to a Greek-

inspired coup.

It will be extremely difficult to talk of a Cyprus settlement with a Turkey that has an inflated sense of self-worth, says Dr Thanos Veremis of the Hellenic Institute of Defence and Foreign Policy.
In the European Community,
Greece will also face more

pressure to lift a veto on Ecn600m (£461m) in aid for Turkey, linked to progress on the Cyprus issue, now that an Ecu2.2bn special loan to help restructure the Greek economy has been approved.

More vocal criticism can also be expected from international human rights groups over the Greek authorities' treatment of the 130,000-strong ethnic Turkish minority in Thrace.

Greece, which holds the legal high ground in the Cyprus and Aegean disputes, continues to reject Turkey's request for bilateral talks on delineation of the Aegean continental shelf and definition of regional airspace zones.

# Cocom to rethink vetting procedures

THE usefulness of sophisticated Kuwaiti telecommunications equipment to inveding Iraqi forces has prompted western trade officials to consider more thorough vetting of strategic technology exports.

A two-day meeting of trade experts of the 17-nation Cocom (Co-ordinating Committee for Multilateral Export Controls), has ended with no agreement on easing sales of computers and telecommunications equipment to the Soviet Union and eastern Europe. However, officials say the eastern Europe. However, officials say the problems are mainly technical and that there should be an accord by April. While Cocom exists only to ban exports

of militarily useful goods to the Soviet Union and former Warsaw Pact countries, the Gulf war has reinforced general US and British cantion, officials say. Anxiety among members over how Kuwait's modern telecommunications benefited the

Iraqi forces raises for the first time the question of the vulnerability of countries not covered by Cocom controls. West Germany and some other Euro-pean members are still, however, keen to

are awaiting instructions from the Kuwaiti government."

Much of the hroadcasting Council and the Foreign Office

equipment in Kuwait may have sometimes offered finanhave heen destroyed or cial support to fund these removed during the Iraqi occu- activities.

> improve technology trade with eastern Europe. Cocom's members include the Nato countries, minus Iceland hat plus

> Senior trade officials were due this week to agree e simplified list of eight products to replace the current complex web of goods vetted for export by Cocom, so putting into effect a wide-ranging liber-alisation accord reached last June. The officials' meeting was put off because agreement seemed too far off, and replaced by e more junior gathering of the so-called executive committee.

expected because of the need to reconcile security concerns with the need to liberalise trade with eastern Europe, say offi-cials. "We were going along et e hreak-neck pece. While we have not lost a

wheel, we have had to make a pit-stop which we didn't envisage." said one.

The core list itself will be agreed, but there is pressure for fuller assessment of export licences for the prodocts on it. "There may be a bit of a roll-back in that sense," said the official.

The list, which also includes sensoring systems, advanced materials and machine tools, navigation and avignics and propel.

tools, navigation and avionics and propulsion systems, would apply to exports to all countries now vetted by Cocom. However, there is to be a fast-track procedure for export licences to Poland, Czechoslovakia and Hungary in recognition of their While the lower level meeting made "useful progress", it was tougher than

London.

Mazy members of the Irish
Roman Catholic hierarchy

have spoken out against gov-ernment policy. Dr Dermot

O'Mahony, Auxiliary Bishop of

Duhlin, seys Ireland's voice should be heard questioning the efficacy of a "New World Order" whose inaugural act seems to have been the launch-

# GEC Alsthom arm wins power deal

EUROPEAN Gas Turhine Company (EGT). part of the Anglo-French GEC Alsthom engineering group, is to supply four mobile power stations to Kuwait, in one of the first cootracts awarded by the Kuwaiti government to support the reconstruction

Although the deal is worth just £6m, the award of contracts for mobile power sta-tions to provide emergency supplies could he significant when Kuwait hegins to

assess its long-term power needs.

Consequently, several power equipment companies are vying for the emergency cootracts, to help re-establish their credentials in Kuwait. EGT said yesterday it

ton unit in Lincoln, are self-contained packages comprising a gas turhine, generator and control house, mounted on e single or double trailer. Each of the mobile stations will have an output of 2.5Mw in Kuwait's very high temperatures, enough to power a govern-

EGT's Nomad machines, huilt by its Rus-

temperatures, enough to power a government complex, hospital or communications centre, EGT said yesterday.

The first units will be sent from Ruston's Lincoln plant to Dhahran within two weeks, and will be driven to Kuwait City after military clearance. All four units should be in the Gulf by the end of March.

Ruston will supply a team of engineers.

planned to talk with Kuwait about its loog-term reconstruction programme "at the earliest opportunity".

Most of the emergency equipment that Kuwait will need is likely to be fairly basic

gas turbines mounted on low-loaders. But to Kuwait's initial power needs. Kuwait's short-term need for such stations will depend on the extent to which its permanent power stations have been damaged by bombing or sabotage.

If Kuwait does have to build new power stations, most observers think it will start with aero-derivative gas turbines, which could he on stream within a year, and add steam turbines later to produce the now fashionable "combined cycle" format. Gulf conntries have previously favoured the less efficient "open cycle" gas turbine plants. With the prospect of hig orders in the next few years, power equipment companies are trying hard to emphasise their long pedigree in Kuwait.

Ruston said yesterday it had supplied Kuwait with 69 gas turbines for electricity generation and oil and gas production in the past 40 years.



Haughey: "Extraordinery

Ireland's neutrality put under fresh pressure By Kieran Cooke in Dublin

EARLIER this week Mr Michael Higgins, foreign affairs spokesman for the small Irish opposition Labour Party, was ordered out of the Dail, the lower house of the Dublin parliament. Mr Higgins, along with several other opposition members, wanted a debate on the Gulf war. The government of Mr Charles Haughey, the Irish prime minister, stead-fastly refused any such discus-

As a neutral country, Ireland has played no obvious role in events in the Gulf. Yet there has been discontent in many circles about the government's endorsement of what has generally perceived to have been a US, rather than UN, war.

trality.

Mr Haughey disagreed. "It would place an extraordinary strain on ordinary language if the mere granting of peripheral facilities could be interpreted as making Ireland a partici-pant in the war," he said.

Government opponents say such e view contradicts certain historical facts. During the Second World War, the then Irish prime minister, Mr Eamon de Valera, chung jealously to Irish nentrality, forhidding either the British or US to use Irish bases. Pilots from sither side. bases. Pilots from either side who were forced to land in Initially, critics were con-cerned at the government's who were forced to lireland were interned.

In the Gulf conflict, the Irish government has said that it was going along with UN resolutions. It has also been conscious of following with EC policy on the conflict. The critics, both in and outside parliament say the government has kind - simply evoiding Irish involvement in any military confrontation. If it is to have oped as a powerful weapon for peace," says Dr O'Mahony. ment, say the government has been far too passive, its voice e mere echo of Washington and

Critics say the government has been too passive

In receot times Ireland has raised its voice against military actions in the 1982 Falk-lands conflict, it played an active role at the UN, criticising the British use of force. ing of a war.

"Irish neutrality has little value if it is of a purely passive 

Mr Haughey further angered 
London hy hreaking with the 
European Community line on

sanctions against Argentina. Immediately before the out-break of hostilities in the Gulf, Mr Heughey said sanctions against iraq should be given more time to work. Since then, the government has said little. Even before the Gulf war,

there was confusion ebout ireland's neutrality, particularly about how the country would come to terms with new security arrangements being discussed with the EC. Mr. Carrett Fitzgerhold, the former Garrett Fitzgerald, the former prime minister, has said that Irish neutrality is "increasingly irrelevant" in a new era of east-west relations.

But Irish people are proud of their country's neutrality. The

their country's neutrality. The Irish military have served with distinction as peacekceping forces in many UN hot spots, most notably in Lebanon. A recent poll found that two out of three voters are opposed to abandoning neutrality. No polls have been taken on

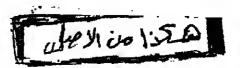
whether or not the Irish people support what has been happen-ing in the Gulf. But large seg-ments of the population are clearly unhappy with government policy. Several poeta gathered in Dublin this week to denounce what they termed the misuse of language in the

"The poet's business is lan-guage." says Mr Theo Dorgan, a Cork poet. "In this war they talk not of deaths but of human resource damage. It is the language not of life hut of the video arcade game - and Ireland has been acquiescing in the whole charade."

The Flasnicial Times (Europe) Lail
Published by the Figureial Times
I Europe) Lid., Frankfuri Branch,
(Guiotletistrasse 54, 6000 Frankfuri-amMain 1: Telephone 069-75980; Fax
069-722677; Telex 416193 represented
by E. Hugo, Frankfuri/Main, and, as
members of the Board of Directors,
R.A.F. McClean, G.T.S. Damer, A.C.
Miller, D.E.P. Palmer, London, Printer:
Frankfurier Societaets-DrackerelCmbiH, Frankfuri/Maio, Responsible
editor: Richard Lambert, Figureia
Times, Number One Southwark Bridge,
London SEI 9HL, The Financial Times
Ltd, 1991.

Registered office: Number One, Southwark aridge, London SEI 9HL. Company incorporated under the laws of England and Wales. Chairman D.E.P. Palmer. Main shareholders: The Financial Times Limited. The Financial News Limited. Publishing director: B. Hughes. 168 Rue de Rivoli. 75044 Paris Cedex. 01. Tel: (01) 4297 0621; Fax: (01) 4297 0621; Fax: (01) 4297 0629. Editor: Richard Lambert.Printer: SA Nord Eclair, 15/21 Rue de Caire. 59100 Roubaix Cedex 1. ISSN: ISSN: 148-2753. Commission Paritaire No 67808D.

Financial Times (Scandinavia) Oslergada 44. DK-1100 Copeohagen-K, Denmark. Telephone (33) 13 44 41. Fax (33) 935335.



## THE GULF CEASEFIRE

# Inside Iraqi torture camp — by Kuwaiti lawyer

A prominent resistance figure tells Neil Buckley of cruelty and financial intrigue

MR Hameed Al-Sarraf rolled up the sleeve of his suit and ran his fingers along an old scar on his elbow. This is where they touched me first with the cattle-prod. They could see I had had an operation

here, when I broke my arm. They could see it was a weak point, so they went for it."

Ha touched other parts of his body. "I was naked, of course, so they used it have too — on all the they used it here too - on all the

e said adders

r. sold psi grand detests

"It cansed terrible pain. Once when they touched me with it I couldn't see for about half an hour. I was very frightened. I knew my eyes were open, but I couldn't see."

Mr Al-Sarrar's voice became quiet
and measured as he remembered the electric gun, as he called it.
The events he described took place little more than two months ago when, for nearly a month, he

was a prisoner of the Iraqis in Kuwait City.

Mr Al-Sarraf, a graduate in law from Kuwait University who trained in London and at Harvard, was by last Angust a wealthy man. He was a partner in Kuwait's hig-gest law firm, with offices in Al-Sal-hiya, near the now burned-out Meridien Hotel. He lived with his wife and eight children in the plush subMr Al-Sarraf will never forget his exchange rate between the Iraqi and the Kuwaiti dinar.

After the invasion, the Iraqis content of the cont not to come to work because they could hear shooting on the streets. He will not forget seeing friends and neighbours imprisoned and executed, often for no reason. He will not forget witnessing a teenage boy three doors down from him in Bayan being shot in the head hy an

front of his family. Nelther will he forget hurying 500 of his countrymen in one day, all of them executed hy the Iraqis for crimes such as displaying a Kuwaiti flag or a photograph of the Emir, or for refusing to change the Kuwaiti number plates on their cars for

Iraqi soldier outside his house, in

Iraqi ones.

Mr Al-Sarraí sent his family away from Iraq within days of the invasion, hat remained hehind to become a prominent member of the resistance. He organised and distributed food and money to Kuwaitis, managed to keep one or two cars running as petrol became scarce, and bribed Iraqi soldiers to huy arms and equipment.

Many Iraqis, he says, were happy

to swap their guns for an expensive Most importantly, Mr Al-Sarraí was involved in manipulating the

After the invasion, the Iraqis con-fiscated and looted a whole range of food and other items and took them back to Iraq, causing serious shortages in Kuwait hy October.

in an effort to attract some of these goods back into Kuwait, the resistance managed to push the black market exchange rate up to 16 Iraqi dinars to one Kuwaiti dinar, says with pride. "Really we did a good joh."

The operation was so successful. he says, that non-military Iraqis Kuwait,

Soon afterwards Mr Al-Sarraf received a tip-off from friends that the Iraqi authorities were hunting

They said they had been trained since they were very young to do this to the Iraqis, to their own people. What were the Kuwaitis to them? They were brainwashed, they had no emotion'

compared with the official rate of one to one. This was achieved hy flooding the market with stocks of Iraqi dinars, which the resistance distributed among the Kuwaitis, and discouraging them for a time from using or exchanging Kuwaiti

This, coupled with high inflation caused by the demand, made it very lucrative for Iraqi traders to sell their goods in Kuwait, and soon all kinds of items were flooding back were soon banned from travelling to

for him. He fled towards Seudi

Arabia, but was stopped on the border at Nuwaisib. He was told he would be taken to the "guest house" - Iraqis cuphe-mistically referred to their prisoners as guests. This, it turned out, was an experimental farm in southern Kuwait City, converted into a prison housing 200 people. For one month Mr Al-Sarraf was kept with 40 others in a small pre-febricated office with corrugated iron walls. There was no furniture, no beds, and only one hlanket between four or five people. They were given lettuce and water, and occasionally rock-hard bread, to eat. At night the temperature would plunge below zero. A mentally deranged man impris-

oned with them would shout and scream constantly. Sometimes he would pick up the slops hucket that festered in a corner and throw its contents around the room, All the prisoners lived with the coostant fear of interrogation,

which came every few days. The electric gun was used on Mr Al-Sarraf several times. On other occasions he was forced on to a bottle inserted into his anus. Worst of all, he remembers a bottle being tied to his testicles, and grad-

ually filled with liquid. "The more they put in, the more you feel your soul is going out. You feel as if every part of your body has been squeezed and crushed. Imagine what kind of pain it is. And they start laughing." they start laughing."
Sometimes Mr Al-Sarraf was taken to a larger room, where he witnessed what was being done to

"I saw an air pump, with a hose which had been inserted into [the anus of] one of the Kuwaitis. They pump off-on, off-on, I saw some people had been tied up to the roof,

"And then I saw them put an empty bottle on the ground, and four traqis came in with a man, and pnt him down, with his chest towards the bottle. Two of them tled his hands, and one Iraqi jumped on his back, so his chest

will be broken or badly damaged. "They did this to one Egyptian man. He was screaming for two days and then died." Others Mr Al-Sarraf was kept with had their fingernails pulled out, while one man's legs and feet had been beaten so badly he could

not walk. Once Mr Al-Sarraf asked his torturers how they could commit such

They said they had been trained since they were very young to do this to the Iraqis, to their own people. What were the Kuwaitis to them? They were hrainwashed, they

Release came unexpectedly on New Year's eve. Friends of Mr Al-Sarraf hribed the Iraqis with Im dinars to have him set free, and allowed to leave the country. Weak weeks was in London

and bewildered, he escaped through the border at Khafil and within two

torturers to be brought to justice. "I do not know their names, but their faces I will remember for ever



Hameed Al-Sarraf: You feel as if every part of your body has been squeezed and crushed

approves

Israel aid By David Gardner in

Commission

THE European Commission

yesterday approved an Ecu250m (£176m) package of aid to Israel and the occupied territories, to help alleviate the economic and social effects

of the Gulf war. The aid consists of balance

of payments loans to Israel and grants to the Palestinian population in the West Bank and Gaza.

The package got the go-shead in principle from EC foreign ministers four weeks ago and will come out of a

top-up to the EC hudget to

cover it, other Gulf-related

Europe. Officials initially said that

Ecul50m would go to Israel and Eculoom to the Palestinians, to be disbursed through

their agri-export and commer-

cial organisations, and Pales

The Commission has been

increasingly critical of Israel's

aid, and funds for the

tinian banks.

Soviet Union and eastern

# Major may ask Road of death for Iraqis fleeing Kuwait City Gorbachev to

By Anthony Robinson

MR John Major, the British prime minister, may ask President Mikhail Gorbachev of the Soviet Union to use Moscow's contacts with Iraq to help secure the release of allied pris-oners of war if no progress is made today in talks between allied and Iraqi military com-

This and other co-operation in the Middle East is expected to top the agenda when Mr Major visits Moscow next week for the first meeting between a western leader and the Soviet president since the European security con-ference summit in Paris last

Moscow built up close con-tacts with the Iraqi regime dur-ing two decades of political and privy to information not readily accessible to western govern-ments looking for complemen-

with Baghdad.
Mr Major is also expected to discuss Moscow's broader role negotiations, including co-opera-tion in preventing a new arms race in the region now fighting .

has stopped. Mr Major, who as chancellor of the exchemer took a keen interest in Soviet economic reform, is also expected to inquire about prospects for a return to the market-orientated structural reform policies which western governments and insti-tutions consider a pre-condition for investment and other assistance. The reforms have been on a back burner since the government rejected last October the 500 day crash programme of economic reforms put forward by Professor Stanislav Shatalin and other reform economists. He is also expected to urge prompt payment to British companies, some of whom have been waiting for months for export payments.

help free PoWs

The prime minister will me representatives from the Baltic states and opposition groups before his meeting with Mr Gorhachev on Tuesday, But he is not expected to meet Mr Boris Yeltsin, President of the Rus-sian Federation, who recently called for Mr Gorbachev's resignation and is opposing him at the March 17 referendum on a new union treaty. The treaty is also opposed by Baltic and other republics seeking independence rather than the looser federal system with strong residual powers for Moscow affered by the new treaty.

Britain along with other west-ern governments condemned the recent Soviet crackdown in the Baltic states which led to 14 desits in Lithuania. Mr Major is expected to underline western demands that Moscow conforms with the letter and spirit of international treaties like the Paris Charter, which includes respect for human rights, and the Conventional Forces in Europe (CFE) arms reduction agreement as the precondition for any future extension of coop-

US Treasury investigators have uncovered what they believe was an Iraqi attempt to hide bank-held assets after the imposition of sanctions on Iraq and the freezing of its foreign

Lawyers working for the Treasury's Office of Foreign Asset Control (OFAC) have uncovered foreign bank telexes dated after the August 2 invasion requesting the transfer of millions of dollars into Jordanian bank accounts.

The operation appeared to emanate from the Rafidain Bank, which, with the Central Bank of Iraq is one of Iraq's three home-based banks.

On August 3 the Arab Bank in London was notified that £8.2m was to be transferred from a Rafidain Bank account held at the Midland Bank to a

held at the Midland Bank to a Central Bank of Jordan account at the Arab Bank. The Rafidain Bank has £86m on account with the Midland Two days later on August 5 the ALUBAF Arah Interna-tional Bank in Bahrain received instructions from the Rafidain Bank to convert \$75m

Switzerland in Zurich. ring funds were thwarted. Although the first notification on August 3 preceded the European Community decision to freeze assets on the same day by a matter of hours, the Bank of England moved to stop the

Agency.
The ALUBAF hank has a close relationship with the Iraql banks. Mr Tarek Al Tukmachi, its former vice chair-man is now the governor of the

ously he has run the Rafidain

The investigators believe the intention of the transactions

fuel US suspicions that Jordan could have helped Iraq circumvent the international sanctions, Jordanian Central Bank officials have denied any com-

tions are continuing. Officials familiar with the operations of the organisation said that the office also suspected that Mr president may have ettempted to salt away personal funds in secret foreign bank accounts, though no eccounts have yet

# turn over new leaf

By Mark Nicholson in Amman

KING Hussein of Jordan yesterday began an attempt to retrieve its international nation by saying the kingdom would put the "bad memories"

of the war behind it and seek to "turn over a new leaf." The King said Jordan "throws its arms wide open to all those who wish to establish friendly relations" in an appeal both to the west and

ailenated Arah states to resume warmer relations.
Signalling his desire to play a leading part in regional peace talks, the King urged the world to "address the question of Palestine by the same criteria that it applied over the question of Kuwait."

The tone of the speech seemed designed to console Jordanians, who had champl-oned Mr Saddam Hussein more

iatory note for external consumption, peppering his speech with calls to restore Arab unity and saying that "dynamic nations do not allow bad memories to stall their

progress".

The King's speech follows clear signals from Jordan that the country wanted to mend its relations with other Arch. is relations with other Arab states. Jordan's pro-Iraqi neu-trality has deeply alienated Egypt, Saudi Arabia and other Gulf states.

The King said Jordanians should take great pride in their "commitment to noble principles" throughout the conflict, and east the Kingdom as an unflagging but failed

peacemaker.
The speech contained no signs of tha King's earlier outspoken anger at the coalition's attacks on Iraq, or of his belief that the war was continued

#### policy in the occupied terito-ries, while advocating an on the Palestinian issue. UN plans emergency

airlift for Iraq

the nge for has ion not for portu-

hey for

יָּט ;

4 1

Fearing a health catastrophe in Kuwatt and Iraq, the United Nations plans to send emer-gency aid to the area, Mr Javier Perez de Cuellar, the Secretary-General, said yester-day, reports Michael Little-johns, UN Correspondent in

New York.

Considerable prior planning had been undertaken and UN stocks were available in the region to be moved speedily. A UN mission reports severe shortages of food and medicines and depicts a country in dire straits. There was little water, no fuel, no transport services and raw sewage over-flowed into he streets. If nothing is done to remedy water supply and improve sanitation, a catastrophe could affect lrag, the UN team said.

#### Gulf oil slick clean-up proposed A multi-million pound inter-

national fund to pay for exper-tise and equipment to clean up the buge oil slick in the Gulf has been proposed by the International Maritime Organisation which represents 135 countries, reports John Hunt, Environment Correspondent.

It is hoped that industry as well as governments will make

substantial contributions to the fund Mr William O'Neil, the Canadian who is IMO secretary-general, said yesterday. Officials from some of the member countries, including Britain, met this week at the IMO headquarters in London to discuss the fund.

The IMO said that the spill consists of between 1.5m and 2m barrels of oil moving southward.

#### Iberia resumes some Mid-east flights

Swissair and Iberia said yesterday they would resume some flights to the Middle

The Swiss airline is restoring routes to Jeddah in Saudi Arahia, Tel Aviv and Ahn Dhabi, but flights to Riyadh, Baghdad and Kuwait remain suspended. Iberia, the Spanish state-owned airline, said it would resume some flights to Tel Aviv and Cairo

## Palestinians 'start to realise their terrible mistake'

By Hugh Carnegy in Ramallah, occupied West Bank

LESS than a day before the Guif war began, Mr Khalil Guif crisis had already lost much of its early momentum.

He described the sense of reporters visiting his school in Ramallah about the attitude of Palestinians living under Israeli occupation to the

impending conflict.
As principal of the Friends
Boys School, owned by the
Quaker movement in the US,
he readily confessed foreboding
over the prospect of war. But
he equally readily understood
why people in the West Bank
and Gaza Strip, almost without
exception and with loud exception and with loud acclaim, had backed President Saddam Hussein of Iraq.

A day after the war ended with Iraq's defeat, Mr Mahshi, a thoughtful, respected figure with finely tuned political antennae, reflected that frustration over their own lack of progress towards independence was such that Palestinians could not have done otherwise than support President Saddam however disastrous it may have proved.

"People feel bad. But they don't hlame themselves. They could not have backed the United States. They couldn't but feel the way they did," he told the same two visitors returning yesterday to his

Mr. Mahshi acknowledged that the outcome of the war had weakened the cause of the three year old Palestinian intifada, or uprising, against on the Arab nation."

Guif crisis had already lost much of its early momentum.

He described the sense of disbelief and shock among his elder pupils, who had convinced themselves Mr Saddam would triumph, as they heard Iraqi hroadcasts accepting withdrawal.

Palestinians are starting to admit that backing Baghdad was a terrible mistake. Many cheered Iraqi Scud missile attacks on their Israeli neighbours. Meanwhile, the Israeli army subjected them to the toughest curfews of the occu-

toughest curiews of the occupation, exacting a severe eco-nomic cost to add to the loss of remittances, johs and aid already caused by the Gulf cri-

The hardline Israeli Government is more adamant than ever that it will not cede the West Bank and Gaza and the international diplomatic stock of the Palestine Liberation Organisation is sharply dimin-

Mr Mahshi says a sober realism has quickly set in. There is some hope in the call from the US and its allies for a solution of the Palestinian conflict as a key to stability in the Middle

However, looking for salvation from outside, as Palestinians did in the case of President Saddam, was no solution. "This hope was shattered. The lesson is clear. We cannot rely



of Iraqi deposits into Swiss francs and to transfer them to a Central Bank of Jordan account at the Union Bank of Both attempts at transfer-

transaction. The second attempted transfer was stopped hy the Bahrain Monetary

was to provide a a pool of money that could be used to continue trade in hreach of the embargo. The allegations are likely to

plicity in attempting to assist iraq avoid sanctions.

The move has led to Jordanian diplomatic protests in the US but the OFAC investiga-

vociferously than most in the But the King struck a concil-

# UN well prepared for trickle of refugees

By Mark Nicholson in Amman and Jimmy Burns in London

JUST OVER 15,000 refugees have left fraq since the start of the Gulf war, the United Nations High Commission for Refugees said yesterday.

Many more had been expected to
thee Iraq after the war started, but

some may have been deterred from leaving their homes because of the intensity of the allied bombing. Apart from the fear of heing harmed by bombs, potential refugees have been curtailed by the destruc-tion of roads and hridges, and hy fuel

shortages. Arrivals over the last six weeks have fallen well short of the human tide of nearly half a million which massed on the countries bordering Iraq last summer. Many of those were third country nationals who have been evacuated to their home countries from refugee camps, mainly in Jordan and Turkey.

Since January 15,000 refugees have

left Iraq. About three-quarters of these are third country nationals

including Somalians, Sudanese, Viet-namese, and Sri Lankans who had

been working in Iraq and Kuwait. The

rest are Iraqis.

About 10,000 are in camps in Jordan, Syria, Iran, and Turkey. The rest have flown to Egypt and a variety of Asian and African countries. In Jordan, the Ruweished border

post with Iraq, which in August and September teemed with evacuees ficeing Kuwait and Iraq, is today a ghost town. It is crossed only hy a few Jor-danian oil tankers and the occasional incoming car laden with a family and some hundled possessions.

Five of Jordan's eight evecuee

camps huilt for - and since - the height of the flood, are now empty. Some 1,060 evacuees yesterday occu-pied the others, awaiting flights to Egypt, Sudan, and Somalia and other destinations in the next few days. While the number of refugees has tailed off since the summer, relief agencies say they are still preparing for further arrivals of refugees

because of continuing uncertainty in the region. Provisions have been made for the initial arrival of a further 25,000 refugees in each of the countries neigh-

houring Iraq as part of a \$38m regional humanitarian plan of action launched on January II by several international relief organisations, including several UN agencles, the International Organisation for Migration, and the International Red Cross.

Nevertheless, the United Nations Disaster Relief Organisation is pressing ahead with plans to expand the capacity of Jordan's camps from 60,000 to 100,000 with work on a ninth camp, which could temporarily house 45,000 evacuees. Mr Alex Wustenhagen, a local offi-

cial of the United Nations Disaster Relief Organisation, confirms that the UN's plans were originally meant to cater for the possibility that many more may have chosen to seek temporary refuge in Jordan from the war.
In the two critical months last summer, Jordan received, fed, sheltered and finally flew or shipped home 1.3m

evacuees, mostly Egyptian, Indian,

Pakistani, and Filipino guest workers

in Iraq and Kuwait who cut their

losses and ran. The exercise cost Jor-

dan \$55m, and only \$21m has been

pledged in aid since. Jordan additionally received and accommodated up to 250,000 Palestinians who returned from their work in

Kuwait, and some other Gulf states, to seek shelter with their families in the Kingdom. Up to 200,000 Palestinians, mostly holding Syrian, Lebanese or Egyptian passports, remain in Kuwait. Until recently there were no signs that these Palestinians wanted to leave

largely because of the fuel shortage and the enormous danger of passing along the main Kuwait-Iraq highway. This situation could change however now that the allied offensive has ceased and that the main danger heing faced hy some Palestinians

stems from the anti-PLO feeling in The only other substantial group of possible evacuees is the remaining 1m plus Egyptians in Iraq. However, most are farmers who have lived and worked in Iraq for decades in many

cases and may be among the most

reluctant to give up their lives there.

As Inspector General Eduardo Peña Abaizanda's duty will be to oversee the European Commission, reports David Gardner

HE European Commission is shortly to get a new watch-dog - but one who's just been bitten by the very practices he will be supposed to muzzle.

The new institution of Inspector General, will be empowered to over-see the Commission's management

habits and ensure that political interference in appointments and the need to share out posts between member states do not lead to an inefficient EC executive. But by a supreme irony, the post will be filled by an official who has himself emerged from precisely the sort of politico-national resbuffling it will be part of his job to monitor. Eduardo Peña Abizanda, the current director-general of transport from Spain who is set to become Inspector General this month, thus brings to

shov so

Floor 185 Fine 185 Fout 105 Sup 375 472 345

| Sale |

Flook

the joh first-hand experience of Com-The music started, appropriately enough, at Directorate-General (DG) IX, in charge of personnel. The Commission's 23 DGs are its civil service, and control of them is prized by both the member states and the 17 com-missioners to whom they work - not to mention those who head them. The heads, or director-generals, are political appointments. Member states put forward candidates, ide-

ally with experience and expertise, and there is also a pool of aspirants already working in the Commission and wise in its ways.

DG IX falls within the remit of Mr Antonio Cardoso e Cunha, the Portuguese commissioner for energy,

and it was he who started the latest log-rolling exercise by seeking to

replace Mr Richard Hay, from the UK, with a top Belgian EC official, Mr Frans De Koster. Mr Hay, who has taken early retirement, seems - Commission offi-cials say - to have irked Mr Cardoso by falling in with Belgian govern-ment concerns for linguistic balance and sting the new European School in a Flemish-speaking area, inconveniently located near the ugly and noisy Brussels airport, rather than a salnbrious Francophone suburh the Eurocracy which uses the school

would expect. Two problems immediately arose. The British, who have four DGs, would be one down, whereas the Belgians would be overrepresented in proportion to their size in the Community. The Belgian member of the Commission, Mr Karel Van Miert who has charge of transport, was thus approached, officials say privately, and asked to persuade one of his countrymen at DG level to stand down.
Though said to have been willing

to help in the interests of maintain-ing balance, he could not, it transpired, connive in the move of the Belgian official identified as best that the latter was a Francophone Christian Democrat, whereas Mr Van Miert is a Flemish socialist. Belgians within the Commission have to respect the delicate balancs between linguistic community and ideological tribe they maintain out-

But Mr Van Miert offered an alternative, a senior Commission official with long experience of the bureaucracy says. He suggested moving his own director general, Mr Pena, shove all in the knowledge that transport is traditionally something of a UK preserve to which it is now likely to return.

Further reshuffling, moreover, is expected to reinforce the UK's position in the Registron 13 000-

tion in the Berlaymont's 13,000-strong hureaucracy with an extra deputy director-generalship. What to do then about the Spaniards, who see themselves in the first division see themselves in the first division of the Community and thus entitled to a full helping of plum jobs?

In exchange for the potentially powerful transport DG, they get the new Inspector General's job, and, they have been promised DG V, Social Affairs, when its present incumbent retires in 1992. This, conveniently, is occupied by a Belgian

so their numbers come back into kilter. The Spaniards are rubhing their hands. The way the logs have rolled, they get an extra top job. Given this sort of shananigans, what is most surprising is that the what is most surprising is that the Commission works as well as it

does, particularly given that the ambitions of the European union project have brought an increased workload it is understaffed to cope with One senior political appointee argues that "we appoint the wrong people, to the wrong positions, for

ths wrong reasons."

The European Court of Auditors, the watchdog whose report on Commission management last year has led to the creation of the Inspectors. General post, picks out structural and political weaknesses in great detail. But the balance of its opinion was broadly favourable, given as it coyly puts if the variety and political nature of the Commission's objectives and the international multicultural context of its working

conditions"
The official mentioned above, and
others at various levels, point out
that the Commission presidency of Mr Jacques Delors of France; nor Mr Jacques Delors of France nos in its seventh year. has seen a fair amount of political tutelage at management level. Mr Delors political staff, headed by Mr. Pascal Lamy, has identified key positions through out the Euro-civil service and gone for them, giving it, as the political appointee put it, "control of the Commission machine." But at the same time, he says, the Delors people have usually sought out quality candidates for the posts they want

# Japanese raider held on extortion charges

By Stefan Wagstyl in Tnkyo

A JAPANESE corporate raider, at the centre of a widening stock market scandal, was yesterday arrested on allegations of extorting Y30bn (£118.57m) from a company by threatening to sell a hlock of its shares

to gangsters. Mr Mitsuhiro Kotani was accused of extorting the money in mid-1989 from Janome Sewing Machine, a sewing machine manufacturer, in which he is the largest shareholder.

He needed the funds to pay for the acquisition of Kokusai Kogyo, an aerial survey com-pany, which he acquired in a bitterly-contested takeover in

According to officials of the Tokyo District Public Prosecutor's Office, Janome officials agreed to pay to stop Mr Kotani carrying out his threat and selling off an 11 per cent stake. Last year, when Mr Kotani's financial difficulties worsened, Janome gave him a Y187bn loan.

Mr Satoru Morita, the Jan-ome chairman, and Mr Hiroshi Saito, the president, resigned in January over the affair. Yesterday, Mr Masami Okumura, the new president, said it was regrettable that Janome had not stood firm and fought off Mr Kotani to the end.

Japanese companies fear contacts with criminal organi-sations because they believe

Zia kept

in Dhaka

for a further tw

BANGLADESH is to remain

under a caretaker government

months because of difficulties

that emerged yesterday over the transfer of power to an

elected administration, write

David Housego and Reazuddin

Ahmed in Dhaka. Mrs Khaleda Zia, the leader

of the centrist Bangladesh

National Party (BNP) emerged

with 140 seats out of the 294 declared results. But she fell

short of the number needed for an absolute majority.
Mr Shahabuddin Ahmed, the

acting president, said an imme-diate transfer of power was not

possible hecause of Bangla-

desh's presidential system. Executive power lies with the

president who names the prime minister from the major-ity party in the parliament.

President H.M. Ersbad in December, Bangladesh has had

no elected president.

The acting president said

last night parliament will not meet until mid April. In the

meantime he will bold talks

with the leaders of the political parties over the formation of a

The situation has been fur-

ther confused by the dispute among political parties over whether Bangladesh should retain the presidentail system

or return to a parliamentary

form of government.Mrs Zia

favours the presidential sys-

new administration.

out of

power

the law often does not give them sufficient protection. Police concede gangsters are able to squeeze money out of companies - by threatening to disrupt company meetings, for example, or hy forcing execu-tives to do business on unfair terms with enterprises con-

trolled by gangsters.
Mr Kotani and Koshin, his near-bankrupt investment syn-dicate, are the subject of a wide-ranging investigation by which is examining claims of insider trading, securitiea fraud and tax evasion. Yesterday was the second time Mr Kotani had been arrested. Last year he was taken into custody on charges of stock manipula-tion which he later admitted. The scandal, the most significant since the Recruit affair, has touched not only Mr Kotani and his immediate cir-

cle bot also bankers and politi-

Janome first came into Mr Kotani's sights in 1985, when he started buying shares with the apparent aim of greenmailing the company - forcing it to buy his stock at an inflated price. By 1987, he was Jan-ome's largest shareholder and secured a seat on the board from a company which was not sure whether to try to fight him or accommodate him. As so often in Japan, the Janome

By Ian Rodger and Stefan Wagstyl

A SURGE in exports cut Japan's current account deficit

in January to \$33m, compared

with \$559m for the same month last year, according to figures

Japan usually posts large

monthly current account sur-

ises, but deficits often occi

in January because the New Year holidays tend to reduce exports for the month.

Exports this January grew

by 18.2 per cent to \$21.5bn and

imports hy 8 per cent to

\$18.5bn, leaving a merchandise

trade surplus of \$3bn, nearly

three times as large as in Janu-

ary 1989. The deficit on invisible items

widened from \$1.39bn last year

announced yesterday.

Surge in Tokyo exports

compromise, if they could get it, to a noisy row. They also did not want to embarrass tbeir main bank, Saitama

in 1967, Mr Kotani turned his attention to Koknsai Kogyo, wbere he again tried green-mail. But Koknsai Kogyo refused to budge. Mr Kotani changed his plan and launched s bostile hid for the groop which succeeded only after he exploited a row between the father and son who ran the

But the cost of taking control of Kokusai Kogyo strained
Mr Kotani's finances, so, according to the public prose-cutor's office, he turned to Janome for funds. But even Janome could not provide all that he needed and last year, as he later admitted, he manipulated the shares of Fujita Tourist Enterprises, a leisure group, to raise more funds. The transac-tions were so blatant that Mr Kotani was arrested soon after-wards and a probe started into the rest of his activities.

Janome officials bold out littls bope of recovering from Koshin much of the Y200bnpius which the company pald or lent out. Koshin's assets, mainly blocks of shares, have collapsed in value after last year's 40 per cent plunge in the Japanese stock market.

to an estimated \$2.8bm.

· New car sales in January

fall 4.5 per cent compared with the same month last year, pro-viding fresh evidence of a slow-

down in the Japanese econ-ony. It was the fourth monthly decline in succession.

Tokyo metropolitan area, a ciosely watched guide to national inflation trends, dropped 0.3 per cent in February from the previous month.

Japan's unemployment rate

eased 0.1 per cent to 2 per cent in January from December on

a seasonally adjusted basis.

The number of employed rose 1.39m or 2.3 per cent from a



# to lead opposition government critic

By Mike Hall in Lusaka

MR Frederick Chiluba, leader of Zambia's powerful trade union congress, was elected president of the Movement for Multi-party Democracy (MMD) yesterday, becoming the first leader of a legal opposition party for hearly two decades. Mr Chiluba, 46, the son of a copper miner, polled nearly two-thirds of the vote defeat-

ing three other candidates by a wide margin. In a brief acceptance speech, be said he would continue to promote the cause of democracy. He also promised to lift state

controls over the economy. "It is our intention not only to liberalise the economy but to privatise as much as possible," to encourage "initiative and enterprise".

His first task would be to try and "break down undemocratic government structures," especially the alling state-run Zambia Consolidated Copper Mines, the country's main for-eign exchange earner. Standing just over five feet

tall. Mr Chilnha is a fiery and articulate orator. In the past 17 years of one-party rule, he has been among the most consistent critics of Mr Kaunda's

socialist-style government. He said his party would embrace IMF-backed structural adjustment, adding that many of Zambia's social and economic problems had been frustrated by President Kaunda's delays in implement-

ing such programmes.

Mr Chiluba has a difficult task in holding together what be describes as a "rainhow coalition." He will also have to economic policies attractive to both aid donors and a restless electorate. In addition, he will face a

deeply sutrenched ruling party, UNIP, that seems bent on frustrating the opposition.

Presidential and parliamentary elections are due before October this year and, according to most analysts, are most likely in July.

# Zambia TUC chief Kenya police arrest

By Julian Ozanne in Naimbi

KENYAN security police arrested an award-winning human rights lawyer and prominent government critic yesterday as part of a crack-down on political dissent.

down on political dissent.

Mr Gitobn Imanyara, who
edits and publishes the controversial Nairobi Law Monthly,
was picked up by special
branch officers at his office.

His arrest followed police
seizure of the latest edition of his magazine which carried an editorial indirectly accusing President Daniel Arap Moi of packing government-owned corporations with members of

comprise about 11 per cent of the population. in the editorial, Mr Imanyara said he was raising the Issue knowing it would result in accusations of sedition and calls for the magazine's ban-

own Kalenjin tribe, which

Those, however, are the risks every patriotic Kenyan nstion ruled by law, a nation where the constitutionally guaranteed right not to be discriminated against on account of . . . ethnic considerations will have meaning," he said. The magazine also reprinted

an illegal manifesto of the National Democratic Party whose launch last month was muzzled by the government in the daily press.
Mr Imanyara's detention fol-

lows the arrest and charging with sedition last week of Mr Luke Obok, a colleague of Mr Jaramogi Oginga Odinga who is spearheading the new politi-Mr Lmanyara recently won

tba Golden Pen of Freedom Award, given by the International Federation of Newspaper Publishhers, which cited him as "an outstanding representative of those rare people whose dedication to freedom overcome the fear of arrest, imprisonment or torture which keeps must be prepared to take as so many silent in the face of our nation struggles to build a political tyranny."

cern in Congress which has seen much of its tough 1988 trade legislation changed aside to preserve harmony in the Round. The Trade Representa-tive last month-decided once again not to act this year against EC and Korea for closed markets on telecommunication and to extend talks for another year.

#### Yugoslavs meet to discuss future

The Administration's hand

clent progress" had been made in the Round to justify ths

extension.

US trade officials this week indicated that no artificial deadline would be set to complete the talks before the two

years are up. Mr Julius Katz, the deputy US Trade Represen-tative said a good agreement "is more important that whether it takes three months

or six months or nine months

This strategy is raising con-

or whatever it takes us."-

YUGOSLAVIA'S political leaders yesterday held the sixth summit on the country's future, against a background of threats by the Serbian minority in Croatia to secode from the republic, writes Laura Sil-ber in Belgrade. But leaders of the six repub-

lics, and Mr Ante Markovic, the federal prime minister, are unlikely to dilute the differences between the communist governments of Serbia and Montenegro and the other four republics about the political structures of the country. Serbia insists Yngoslavia

remain a federation of six republics. The western repub-lics of Croatia and Slovenia want the federation transformed into a loose organisa-tion of independent states. Croatia's steps towards independence were yesterday-chal-lenged by Mr Milan Babic, the leader of the self-proclaimed

autonomous region of Krajina in the republic. "The predominantly Serbian region would remain in federal Yugoslavia regardless if Cros-

Serbs declared antonomy within Croatia last October.

# Thai junta adopts constitution

By Peter Ungphakhorn in Bangkok

THAILAND's military leaders put their week-old junta on a sounder legal basis yesterday by adopting an interim constitution that paves the way for a caretaker government and

calls for elections this year. But General Sunthorn Kongsompong, the official coup leader, said martial law could not be lifted yet because "for-eigners" had been hired to destabilise the country by attacking the junta. Hs declined to give their nationality or any other details.

The interim constitution, which was signed by King Bhumibol Adulyadej, provides for the appointment of a cabinet, national assembly and

National Peace-keeping Council, and whoever is appointed prime minister, joint power to take summary action.
The generals are still search-

ing for a prime minister wbo would be acceptable to them and command sufficient respect to revive confidence in Thailand's government and economy. Having earlier promised to appoint a cabinet this week. Gen Sunthorn said yes-terday the appointment would

be made "soon".
In an apparent move to increase its popularity, the junta has announced cuts in income tax and retail oil prices. Late last night, it instructed the commerce ministry to consider ordering cuts in prices of consumer goods a measure many sconomists

advising the junta have argued would be unworkable. Japan and the US have curbed aid to Thailand since the coup, while the EC and New Zealand bave issued critical statements. The Burmese government has recognised the junta. China has expressed

good will.

Dr Richard Hu, Singapore's minister of finance, yesterday unveiled next year's budget, which fell short of reducing corporate tax rates hut will continue to run up a budget surplus. Revenue is expected to total

S\$17.2hn (£5.2bn), exceeding expenditure of \$\$15.8bn.
But a 31 per cent corporate tax rate was not reduced. Dr Hn said it was among the

#### Poll test for Hong Kong liberals By John Elliott in Hinng Kning

HONG KONG'S liberal lobbyists, who are pushing for increased democracy in the colony, face the first test of their electoral popularity tomorrow in polls for 19 district

Their main opponents will be trade unions and husiness groupings, which want close relations with China. The boards only perform a consultative role and one-third

of their 414 memhers are appointed by the government. But the elections tomorrow, involving 472 candidates stand-ing for 274 seats, are significant because they follow the formation last year of the colony's first political parties and they lead on in September to the first direct elections for the leg-

Tomorrow's clash between Hong Kong's pro-China groups and pro-democracy liberals will be closely watched by Mr Lu Ping, Peking's senior official responsible for the colony, who arrives here in the afternoon for a six-day official visit. Peking is believed to have put considerable resources behind its supporters and has

made it clear that it would like the main liberal party, the United Democrats, abolished. It will also not be disappointed by an expected low voter turnout. Mr Y.C.Tam, vice chairman of the pro-Peking Federation of Trade Unions, said: "Because we are Chinese, more of our people must understand more about China so we learn how we can co-operate."

regarded by Hong Kong as one of its main supporters in Peking, hut he has emerged recently as one of China's most outspoken critics of the colony's plans for an HK\$100bn international airport. He was recently appointed director of the Hong Kong and Macao Affairs Office and is believed to feel bound publicly to reflect the views of China's hard line

The government hopes that year-long differences over the airport will be sorted out during his visit. A fluent English speaker, Mr Lu will be making a rare public speech next Friday which will be closely watched to gauge Peking's current attitude towards Hong Kong.

## tia secedes," he said. Mr Babic says the declaration of inde-pendence from Croatia represents the 250,000 Serbs in Kra-

## Latvians and Estonians square up to freedom poll

By Leyla Boulton in Riga

THE Baltic republics of Latvia and Estonia go to polling sta-tions tomorrow to vote on whether they want full inde-pendence from the Soviet

The so-called "surveys" are pro-independence parliaments' answer to President Mikhail Gorbachev's plan for a coun-17. The Baltic republics say the referendum, which will ask voters whether they want to belong to a "renewed union". does not apply to them because of their annexation by Stalin in

"This poll is the only argument which we can use to reason with Gorbachsv," claims Mr Ilmars Bisers, the Latvian because of a massive influx of deputy prime minister who is responsible for talks with

constitution-drafting commit-

tee. It grants the six-man junta, which has become the

Moscow.

Lithuania, with an 80 percent majority of ethnic Lithuanians, hlazed the trail for its neighbours last month when a similar poll produced a resounding majority in favour of independence.

Estonia, with a clear Esto-nian majority of 62 percent and many independence sympathisers among its non-Estonian minority, can also count on substantial aupport for independence. But the exercise is something of a gamble for Lat-via, where the ethnic popula-tion has shrunk to 52 per cent

workers from other republics after the war.

The poll will be a crucial test of sopport for independence

among non-Latvians. Many Russians and Ukrainians voted for Popular Front candidates in last year's elections, helping explain s pro-indspendence majority of two-thirds in the Latvian parliament. They were motivated mainly hy opposiand the poverty of the socialist way of life. But some are now having second thoughts.

Soviet military violence and a failed putsch sponsored by

trust hetween Russian-speakers and Latvians.

The Latvian parliament's failure meanwhile to come up with guarantees of citizenship to non-Latvians, together with

a worsening economic crisis across the Soviet Union, has emhittered many.

The Latvian communist party, which sponsored the ill-fated conp, has capitalised on these fears with a bitter on these tears with a officer propaganda campaign in the run-up to the poll. Anonymous leaflets dropped into mail-boxes warn Russian speakers that a yes vote will pave the way for an "anti-dsmocratic, retalitation resime" in which totalitarian regime" in which non-Latvians will become

"second-class citizens". These allegations are denied hy Latvia's leaders, who say they plan a just society for all. Mr Ivars Godmanis, the Latvian prime minister, spent two hours at an electrical engineering plant on Thursday explain-ing government policy to Rus-sian workers. The mixed reaction he received was a teliing indication of doubts and division among non-Latvians. Mr Vadim Mosolev, also s Latvian-born Russian, said he Latvian-born Russian, said he favoured independence and a market economy "100 per cent". "I'm sure life will be better. Property gives peopls a sense of self-reliance and well-being," he said.

# Soviet miners mixed on strike

By John Linyd in Moscaw

SOVIET miners yesterday gave a mixed response to a call for a strike in most of the major coal producing areas of the Soviet Union. Strike organisers report that

Indefinite strikes have started in Vorkuta, in the Polar north, and in the Krasnoarmeisk area on the Volga river. However, in the major mining area of the Donbass, in the Ukraine, only a minority of pits took full strike action over a 24 bour period.

Mr Mikhail Krylov, the Donhass area strike committee chairman, said that miners in all the pits had refused to deliver coal to the central

"This was just a token sction. After today we will

meet to decide how much time to give the Government before considering a full strike."

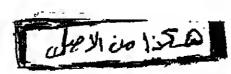
However, another miners'leader, Mr Konstantin Fesenko, told the Postfactum news

agency that the strike was "senseless and harmful," and said it had been whipped up hy the Soviet government to "corner" the Ukrainian authorities, who could not afford the pay rises demanded rises demanded.

In the Karaganda area in Kazakhstan, all hut six of the region's 26 pits stopped work for 24 hours. Mr Valery Vnu-kovsky, a member of the strike co-ordination committee, told the official new agency TASS that negotiations had started with representatives of the

Kazakh government and of the Soviet Coal Industry Ministry. In all areas, workers' councils are meeting to decide fur-ther actions in support of demands for wage increases of between of between 100 and 150 per cent. Attention will shift on Mon-

day to the militant Kuzbass area in Siberia, where miners have called a 24-hour striks Besides wage rises, the Kuz-hass miners have demanded the resignation of Mr Mikhail Gorbachev, the Soviet Presi-dent; the depoliticisation of the Army, KGB and interior Minis-try, the lifting of censorship on the mass media; and a law on ths indexing of wages and



2 VIARCH 3 K

Jop

h seek

t talks

date

the will be a second of the control of the control

incompe, she as a second of a

A THE RESERVE OF THE PROPERTY OF THE PROPERTY

nanti se crain ne cra

er

Today's volatile economic climate has seen new political and financial structures developing, fresh markets opening up, and legislation and regulations changing throughout Europe.

As national trade and investment barriers fall, so European companies must decide their strategies for operating successfully in the new integrated market.

In order to create opportunities out of these changes, the need for an innovative, flexible corporate finance advisor to help you achieve your strategic objectives grows ever greater.

Which is where we can play a decisive role.

Our local experience in virtually every European country, part of our established presence in over 50 countries worldwide, together with our global client base, cnables us to offer our European clients a wealth of expertise.

At the same time, our specialist teams offer an in-depth understanding of industries such as media, paper and packaging, chemicals, branded foods, energy and insurance. A knowledge

that allows us actively to approach companies with strategic M&A recommendations.

These factors allow us to match the strengths of our products to the needs of our clients in every sector of corporate finance, from structured finance (including loan syndications and project finance), to cross-border acquisitions and tax-effective financing.

In addition to advising clients, we can also provide underwriting capabilities in both capital and private markets through equity, mezzanine or senior debt financing.

As well as applying complex structuring and financing techniques, thanks to our proven skills in risk management.

In short, we bring a combination of knowledge, skills and contacts to bear in offering a complete, proactive service - a service that's already helping companies achieve their goals.

It's all part of our commitment to the new Europe. A commitment which explains why the deals with which we've been involved all bear the stamp of success.

CHASE

# Anglo-French link in frigate project MPs back bill to

By David White, Defence Correspondent

THE BRITISH and French navies yesterdey took an important step towards collaboration on a new frigate which - if it reaches production -would be the first joint venture of its

The air-defence warship the two countries envisage for the beginning of the next century fills the gap left by the collapse in late 1989 of an eight-nation project for a collaborative Nato frigate. The UK was the first participant to

pull out of the ambitious £12bn multina-tional NFR90 frigate plan. It argued that the ship had to meet too many different requirements and that the timetable was unrealistic.

Last year, the UK began discussions with the French on a bilateral project meeting similar military requirements and employing a new generation of mis-siles that the two countries are developing jointly with Italy.

The two chiefs of naval staff, Admiral

Sir Julian Oswald and Admiral Alain Coatanea, yesterdey eigned a "joint statement of need" describing the broad characteristics of the ship they needed.

That is expected to lead to a detailed joint requirement being drawn up hy the end of next year.

The navy chiefs said the Anglo-French frigate would be a "new and different" project from the falled Nato programme and hoped it would work out cheaper for the two navies

than the Nato frigate would have done. The Royal Navy needs a ship to socceed its 12 Type 42 air-defence destroyers, but Admiral Oswald would not say

how many ships it hoped to obtain.
France was meanwhile planning for a
first tranche of four vessels, Admiral Coatanea said. France's present air-de-fence ships, needed to support its aircraft carriers, were already out of date and their service lives were being pro-

# curb estate agents

ESTATE AGENTS who mislead house buyers with false descriptions and inaccurate statements could be fined under a bill approved in princi-ple in the Commons yesterday without a vote.

Introducing the bill, Mr Anthony Coomhe, Conserva-tive MP for Wyre Forest, said it was designed to protect con-sumers and raise standards among estate agents. He told MPs of one case in

which a block of flats was blanked out of the picture of a property, giving the impression the house was in the country-side. Other examples included exaggerating room dimensions and describing leasehold prop-erties as being freehold. The hill, enpported by the

Consumers' Association, the National Association of Estate Agents and the Royal Institute of Chartered Surveyors, would bring the sale of property into conformity with the sals of goods under the Trade Descrip-tions Act. Estate agents would face a maximum £2,000 fine on summary conviction, or an unlimited fine on conviction in a higher court.

Mr Coombs said he did not think the bill was anti-estate agents. "I believe it will assist the estate agency profession to have a better profile," he said. Under the hill it would be clearly misleading for an estate

gent to say a property was adjacent to a quiet road and omit to say that a dual carriageway ran along the other side of it, said Mr Coombs. Mr Austin Mitchell, Labour MP for Great Grimsby, said the "peculiar lyricism" of estate agents led them to describe a four-lane motorway as a "quiet road" and a covered back pas-sage as a "conservatory".

sage as a conservatory.

He added that the bill would fill the gap in legislation providing better protection for house buyers, but it ought to be extended to solicitors who

acted as estate agents.

Mr Edward Leigh, consumers affairs minister at the department of trade and indus-try, raised the possibility of extending the bill's provisions to cover commercial property, builders and solicitors.

The bill gained its second reading without a vote, and will go to committee stage. NEWS IN BRIEF

## Election of union chief to go ahead

THE EXECUTIVE of the MSF general technical nnion decided yesterday against delaying an election for a general secretary designate, Michael Smith writes.

ael Smith writes.

The 19:16 vote was held after
the discovery of a clause in the
1984 Trades Union Act that
might present legal obstacles
to plans for general secretaries working alongside their successors for more than six months.

The result of the election will be announced in May. Mr Ken Gill, general secretary, does not intend to step down until August next year.

Bank mortgage cut THE National Westminster Bank is to cut ite mortgage rate to 13.75 per cent from 14.5 per cent after Wednesday's reduction in bank base rates, the bank said last night. The

new rate applies from Monday for new borrowers and from

April 1 for existing customers

Barlow tax ruling

INVESTORS IN the funds managed by Barlow Clowes Inter-national (BCI) will not face tax liability on the income and capital gains realised by the investment group before it col-lapsed in 1988, the Inland Reve-nue ruled yesterday.

base.

Ollrig

fishe

ARTHUR BONNES

Chea

lichard Ev

The revenue, in its review of the tax position of BCL decided that only a very small proportion of its investors, estimated to be about 11,000, would be liable to tax after taking account of exemptions from capital gains tax and accrued income scheme charges.

**Investor damages** ABOUT £129,000 is to be paid

to investors in Vandsrsteen Associates, a Belgian futures dealer banned by the high court last year from "cold call-ing" on the telephone prospec-tive investors in the UK. The funds will be divided among 68 investors within the next 10 days in proportion to their respective ontstanding investments with the concern.

Peruvian food curbs THE GOVERNMENT is to restrict food imports from Peru because of a serious outbreak of cholsra in the South American country which has resulted in 20,000 illnesses and

The department of health said the measure is precaution-ary and the risk of cholera is small. It said some contami-nated foods had already been discovered in the UK by the ports authorities, although it knew of no outbreaks of the disease in the UK.

Mental health bill

A BILL designed to stop mis-carriages of justice to mentally vulnerable people and end unnecessary detention in psy-chiatric hospitals was given a second reading in parlia-

ment.
Under present legislation people who are unfit to plead must be detained indefinitely in hospital with no opportunity to determine whether they committed an illegal act or not. A private members bill sponsored by Mr John Greenway, Conservative MP for Ryedale, would require courts to carry out a trial of the facts of a case and to consider a range of orders if the defendant did commit the offence.

Bank privacy urged BANKS SHOULD not be allowed to pass confidential customer information to their non-banking divisions in order to sell other products, Britain's insurance and investment brokers say

kers say. In a response to the banks draft code of practice, the Britisb Insurance and Investment Brokers' Association (BIIBA) says they should preserve strict confidentiality in dealing with customers' affairs. BIIBA also says borrowers should not be pressured to buy additional services when taking out a bank or hnilding society

## Lloyds Bank increases interest on new loans to staff

12: By Michael Smith, Labour Correspondent

LLOYDS BANK yesterday interest rates for new loans to staff in a move which unions fear may be emulated through-

hard of the services and the services and the services and the services and the services are services are services and the services are services are services and the services are services are services and the services are 250,000 of mortgages will rise from 5 per cent to 8 per cent and rates on borrowings above that will be 3 per cent less than the bank's mortgage rate, against the current 5 per cent. Existing loans will not be affected. However, a Lloyds Bank employee taking out a £50,000 mortgage will pey £1,350 a year more than under

Wed as

BIFU, the financial services union, is to consider balloting 25,000 members at TSB over the banking group's decision to dismiss three employees. The union says that the enforced redundancies breach a job secu-

slightly more than 7 per cent.
Unions believe that the
Lloyds changes may be the
first in a series by financial heneficial loans tax into account. Lloyds' action is the latest in

a series of cost-cutting measures by the clearing banks. All have announced plans for significant joh cuts, and Barclays last week led the way for what is likely to be a tough pay bargaining stance by pushing through a deal worth services companies. Personnel decisions by one of the big four clearing hanke often set a trend for the others. Midland and National West-

minster banks have mortgage rates similar to those which applied at Lloyds before yester-

rity deal with the company and could set a precedent. TSB said that every effort had been made to place the three. It denied enforced redundancies would breach the spirit of the job security deal. staff 5 per cent less than the rate for customers.

> calls by staff for a ballot on industrial action. Lloyds Group Union said that members were angered by the lack of consultation; the company's decision would

Bifu, the financial services

union, said yesterday that Lloyds' decision had prompted

affect negotiations for a pay deal starting in April. After yesterday's changes. annualised percentage rates on new personal loans will rise from 6.9 per cent to 15.3 per Lloyds told staff the interest

ratee were heing raised because of increasee in the costs of funds after the pay-ment of interest on current eccounts to customers and higher levels of interest paid on deposits.

The bank has 50,000 UK staff. About 31,000 have home loans with the company and 35,000 personal loans.

# Neil Buckley and Andrew Jack discover fear and dismay at the effects of Wandsworth's record low poll tax setting

# Council's voters get the services they paid for

HOCKED community workers in Wandsworth are deeply concerned about how yesterday's poll tax cut might affect services in the

Mr Richard Cowen, co-ordinator of Garfield Community Centre in Battersea, said his reaction was one of horror.

"I feel sorry for the electorate who voted for this council. I think they have been duped.

Now they are literally going to get what they paid for." Mr Cowen said the last year had been "probably the worst time in the centre's history". The centre's budget had been cut by more than 20 per cent and now barely pays the wages of the one full-time and four part-time members of

"We have to fund-raise for everything else," Mr Cowen says. "Precisely because we are successful, the council wants us to be more independent, but it's not easy to find time for fund-raising on top of every-thing else we do." The grants organisations he was told to approach wers concerned mainly with belping new groups, rather than well estab-lished ones.

His message was echoed by Mr Boh Nightingale, secretary of Wandsworth Fightback, a coalition of voluntary agencies which is also facing cuts. "It's immoral. It makes me person-ally very bitter. The borough has abandoned its poor people altogether. It's the Americanisation of Wandsworth."

He continued: "We're not asking for a high level of poll tax but one that funds the services people need. This level is pure political gimmickry and has nothing to do with the ds of the borough.

Mr Nightingale used to work in one of Wandsworth's three law centres. All have now been closed after the council stopped funding them, arguing that the citizens' advice bureaux could absorb their The local CAB is less con-

vinced, however. "We don't have the skills of the law centres, nor the facilities to do the counselling," says a member of staff. "We can't take on all that

They have also faced their own cuts. Mr Hugh Lyons, chairman of Wandsworth's citizens' advice bureaux management committee, said the com-



denied that services were being cut. Savings had been achieved

Shona Methven and Bob Nightingale of Wandsworth Fightback: "Pure political gimmickry and nothing to do with the needs of the borough"

mittee had been given £114,000 less than the £500,000 it had asked for, "We will have serious problems providing the level of services which are needed," Mr Lyons said.
"I prederated that the country of the country of

"I understand that the coun-cil has a mandate from the last local election to set a low poll tax, however I also understand that there is a very considerable amount of suffering, especially among the less privi-

Those are the people wbo inevitably suffer. The brunt of Wandsworth's cuts this year will fall within the education and social services departments. Two of the borough's three careers centres are shortly to close. Staff argue that the move will make it difficult for the unemployed from the remoter parts of the bor-

ough to get advice.

Ms Susan Adcock, the Nalgo local government union negoti-

ator for social services, is sombre and angry. "We've been stripped beyond the bones already," she said. "We will be left with a statutory service with someone to respond to calls, but there's a real fear we won't be able to do preventative work.

"I don't think there's a sound reason for the cuts," she added. "It's just macbo Ms Julia Alterman, deputy beadmistress of Southfields school and secretary of the Wandsworth teachers' association, said she was saddened by the cuts but had expected them. "The greatest effect on the schools is the level of change. The cuts have destabilised education and affected

every school. ter, chairman of the borough finance committee, which set the poll tax figure of £136,

run it.

However, Mr Maurice Heas-

not through cuts, he said, but through reorganisation and rationalisation, and because the borough could manage its education service for far less than it used to pay the loner London Education Service to

"I wish soms of the higher-spending councils could offer services as good as ours," Mr Heaster said.

# Two guilty in multiple share case | Gloom outweighs hope

formation agents have been found guilty of making multiple applications for shares in six privatisation issues.

Mr Gerald Lewin and Mr Michael Holder were convicted at Southwark Crown Court of six counts of obtaining prosix counts of obtaining property by deception. Mr Lewin, who took 75 per cent of the profits, was sentenced to four months in jail and was fined

E50,000 plus £5,000 costs. Mr Holder was given a three-month sentence suspended for two years. The judge said that Mr Holder's sentence was low honesteeping and made a gross profit of £86,499. The court was told that the gross potential profit was £317,058. They were found out during because of exceptional per-

sonal circumstances.
The two men made 1,600 applications for shares in new issues from Britoil, TSB, Brit-ish Gas, BA, Rolls-Royce and BAA. They used 498 off-the-shelf companies to make their

told that the gross potential

an audit of applications for Rolls-Royce shares by Touche Ross. The accountancy firm, which is carrying out an audit of applications for electricity privatisation shares, spotted that all the companies were registered at the same address.

THE BLUE ARROW TRIAL

# P&D director cannot recall buying shares after issue

MR Christopher Stainforth, a former Phillips & Drew director, cannot remember buying Blue Arrow shares worth almost £17m the day after the unsuccessful rights Issue closed, the Blue Arrow trial heard vesterday. heard yesterday.

Mr Stainforth, one of the defendants, now has "no recollection at all" of the transaction, his counsel, Mr Rohert Harman QC, told the court.

Court report by John Mason

However, Mr Kenneth Rob-ertson, underwriting manager for P&D, said Mr Stainforth had asked him to send the application for 10m shares and a cheque for £16.6m to County NatWest.

The request was made before 9am on September 29, the day after the rights issue closed, he told Mr Nicholas Purnell, QC, prosecuting.

told Mr Nicholas Purnell, QC, prosecuting.

"He was very anxious to get the allotment letter to County as soon as possible," Mr Robertson explained.

The prosecution has alleged that P&D bought the 10m shares as part of a conspiracy to rig the market after the failure of the record-breaking £837m rights issue to fund Blue



Christopher Stainforth: "No recollection at all"

Arrow's takeover of Manpower, the US employment group.
County NetWest, NatWest
Investment Bank, UBS Phillips
& Drew and seven individuals

& Drew and seven individuals all deny conspiring to mislead the market about the outcome of the issue.

Earlier, the court was told that evidence given by a registrar from Lloyds bank, receivers for the issue, was an attempt to protect the reputations of both himself and Lloyds.

Lloyds.

Mr Roger Casterton, the registrar in charge of the issue, said bs agreed to accept an application from County for

54m shares worth £90m a day late, since he assumed they were from institutions that had handed them direct to County before the deadline.

However, Mr Anthony
Hooper, QC, for Mr David
Reed, a former County director
and one of the defendants, said
the registrar's London office was only 300 yards from County's headquarters. Institutions could have handed in applications there. "It doesn't make sense," be said. Mr Casterton replied: "At the time, I thought it did."

Mr Hooper said the assump-tion was an attempt to protect his and Lloyds' reputations and challenged: "You knew perfectly well these were late acceptances." Mr Casterton denied that. Mr Andrew Holland, a for-

mer research analyst for County NatWest Securities, said Mr Nicholas Wells, a former County director and one of the defendants, had told him after the closure that the after the closure that the take-up figure was 50 per cent.
Mr Wells had explained the take-up was lower than expected because of cash restrictions placed on institutions. However, those institutions were expected to buy more shares in the placing. Asked hy Mr Purnell if that made sense, Mr Holland replied: "Not really."

# in small companies

By Charles Batchelor

THE NUMBER of small businesses experiencing declining sales and employment exceeded thoss reporting increases in the last three months of 1990, according to the latest NatWest Quarterly Survey of Small Business in Britain

Britain.

Three per cent more businesses reported declining as against rising sales while 6 per cent more businesses recorded a fall in employment levels, the survey showed. This is the first time that declines bave exceeded in the surveys herean in 1985, the surveys began in 1985, tha bank said. Expectations for the current

quarter are even gloomier, with 17 psr cent more businesses expecting a declins in sales and 16 per cent foreseeing a drop in employment levels. Small companies in the Mid-lands are particularly gloomy about future prospects, whils businesses in the south-east appear twice as likely as companies in most other regions to shed staff.

Wales seem more confident about weathering the recession and companies in those two regions expecting rises in sales and employment exceed those anticipating declines. Among the 1,240 companies that responded to the survey, transport businesses and retail-

However, Scotland and

ers appeared to be facing the severest downturn, while builders, caterers and restaurateurs were also very gloomy.

The issue of high interest rates increased its lead at the top of the table of worries for small businesses, being men-tioned by 27 per cent of compa-

nies polled.

However, the survey was carried out before the latest interest-rate cuts.

A special question about the awareness and involvement of small husinesses in the new Training and Enterprise Coun-cils showed that 65 per cent were not aware of TECs while fewer than 10 per cent were actively involved in their cre-

# **NatWest** Mortgage Rate

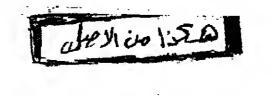
With effect from 4th March 1991 for new borrowers, and from 1st April for existing borrowers, the NatWest Mortgage Rate payable under current Mortgage Deeds and Conditions of Offer will be reduced from 14.5% to 13.75%. This change will be reflected in existing borrowers' repayments from 1st April 1991.



£310 per month

(+VAT and Exchange Fees) CALL SATQUOTE: 071-233 1100





# Pension funds attacked over failure to vote

By Eric Short, Pensions Correspondent

NEARLY A quarter of pension funds have a policy of never using their sharebolders' voting rights in companies in which they have a stake, Mr Clive Gilchrist, chairman of the investment committee of the National Association of Pension Funds, said yesterday.

chief

He said a survey conducted by the NAPF showed that a third of pension schemes voted solely on contentious issues, while only 20 per cent of funds had a policy voting at all

to state their policy.
Mr Gilchrist told delegates to
the NAPP's annual investment conference at Eastbourne that if pension funds wished to gain the respect of the companies in which they held shares, they would have to earn it by exercising their responsibilities as

panies cast doubt on whether those funds which had indi-cated that they did use their votes, did so in practice. He cited one company with 46 pension fund shareholders that had sought a vote over a contentious isaua. Many of the funds bad indicated their intention to vote, but only six of them had done so.

Mr Gilchrist admitted that companies often gave share-holders very much more than the statutory 14 days between notice of a meeting and the meeting itself. He urged trustees to ensure that the appropriate mechanisma existed within their organisations to allow voting decisions to be taken within the time allo-

Ha asid the NAPP would urge companies to adopt as good practice provisions giving shareholders at least 21 days'

## City is best operating base, delegates told

By Eric Short

THE CITY'S divarse, innovative and highly developed financial markets give it outstanding attractions as a base for financial businasses operating in Europe and world-wide, Mr Pen Kent, associate director of the Bank of

England, said yesterday.
He told the annual investment conference of the National Association of Pension Funds in Eastbourne that the City was unlikely to be overtaken, or even approached, by its competitors so long as practitioners and the authori-ties sustained their efforts to hulld on strengths and identify

and remedy weaknesses.

The prospects and opportunities in Europe were one of the main, themes discussed at the three-day conference, which

od cu

13:103.37

12 per

d indeed

gal acter ers bill se

for Bress

efendani k

y urged

D not be

sions in ordinates in ordinates

to the bank tice, the Rod Investment tion (BIRA) all present tity in dealing affairs. Biral affairs, biral addition away addition aking out ing society

ended yesterday.

Mr Kent's optimism was shared by Dr Marjorie Mowlam, Labour's spokeswoman on City affairs, who repeated Labour's pledge to reinforce the City as the pre-eminent financial centre in Europe by improving infrastructure and Mr Kent described the

wholesale institutional market as over-regulated. He felt, how-ever, that imminent changes would lighten the regulatory Ha referred to the work

under the auspices of the City to improve facilities, including the Transport Task Force which had been instrumental in providing an east-west railway system through the City. Dr Mowlam said earlier that those initiatives should have been undertaken by govern-ment. They would, she said, have been well in hand by now if the Department of Trade and Industry had shown enterprise.

Mr David Calcutt, chairman of the Takaover Panel, expressed his misgivings about the EC draft directive on take-

Although the directive was modelled on the UK takeover panel system, the necessary statutory backing would result in the panel's losing its key benefits of flexibility and speed

of action. The panel approved of the government's support for the self-regulatory system of controlling takeovers.

## see growing gloom for economy

By Rachel Johnson, Economics Staff

ECONOMISTS are increasingly pessimistic about the UK's economic performance this year, according to the Treasury's last monthly survey of eco-nomic forecasts hefore the

The independent forecasters bave ravised their average estimate for gross domestic product sharply downwards. They now expect it to drop by 0.6 per cent this year. In Janu-ary their forecast for GDP was a drop of 0.1 per cent

That forecast is culled from the published material of 14 banks and eccurities houses and 12 academic and official In its last forecast, published in the Antumn State-

ment, the Treasury said GDP growth this year would be 0.5 per cent — a sharp contrast to the widespread expectations of negative growth this year. The independent forecasters

epening recession this year to help squeeze infla-tion down to 4.6 per cent by the end of the year, undercutting the Treasury's forecast of a 5.5 per cent rate. The fall in Inflation is aided in that the oil price has held at \$21 a barrel this year. It will

also precipitate a rise in unem-ployment to 2.31m by the end of this year, forecasters judge. In January, seasonally adjusted nuemployment Meanwhile, government

finances are expected to swing into a deficit of £6.1bn this year as lower tax receipts and higher welfare spending in the recession force the government to borrow.

The Bank of England announced yesterday that the rate of growth in the narrow measure of money, MD - con-sisting almost entirely of notes

and coins in circulation – rose by a stronger-than-expected 3.8 per cent in the year to Janas evidence that demand pres-sures are on the rise. Bank lending in the recession was a seasonally adjusted £3.1bn in January, against a monthly average rise of £5hn in the pre-

# Forecasters | Motorbike messengers hit a bumpy patch



HE motorcycle messen-ger industry, with its powarful motorbikes and black-leather-clad couriers, is suffering severely in the

As the downturn deepens, As the downturn deepens, companies are cutting costs by sending letters and parcels by post or rail instead of hy motorhike. That, combined with bad debts, has put some courier companies out of business and has catalysed a series of mergers and takeovers in the motorcycle measenger

The motorcycle stands in Soho and the City are unusually full, as dozens of leathered motorcycle messengers hang out by their bikes waiting for work. The 250 courier companies in central London are fighting for business.

One courier company which used to handle more than 1,000 runs a day is down to 500. Some companies have slashed prices in an attempt to drum

Many of the companies are burdened by bad dehts. Mr Tony Fry, marketing manager of Superspeed, observes: "Whenever a company stops paying its bills, couriers and cleaners are always the first to Demand for couriers from

finance houses in the City has been sluggish for the past year. The West End market bas weakened since the summer as advertising agencies and media companies, traditionally important sources of work for the courier companies, have been affected by the recession. At the same time, motorcycle measengers are facing new competition from the

mini-cab companies and bi-cycle couriers, which are also suffering and are trying to compensate by diversifying into the motorcycle market. Some motorcycle couriers have gone out of business; others are struggling to stay afloat. The word in the trade is that a lot of people are in tronble," says Mr Jeffrey Rit-tarband, a director of West The recession has already

led to mergers and amalgamations. West One recently took over Professional Couriers: a year ago, On Yer Bike was hought by a consortium led hy the Fitzharding Group, a company run by two former man-On Yer Bike is now in the

The recession is forcing couriers off the road,

#### Alice Rawsthorn writes

acquire other courier companies. Mr Paul Stoney, managing director, is convinced that the market is "ripe for consoli-

Mr Stoney hopes that the recession will prompt some of the entrepreneurial bikers who set up their own businesses in the early 1980s to sell out.

The messengers themselves are suffering. Most of the 2,500 riders working in central London are freelance, paid according to the number of runs they do. There are fewer jobs and the lucrative long runs, such as £100 deliveries to Birmingham, have dried up almost completely.

Tony, who works for a courier company in the City, esti-mates that most messengers' pay has fallen by a third, from around £400 a week to little more than £250. Some, he said, were earning half as much as they were a year ago.

Messengers have bigh
overheads as freelance riders

huy and service their own bikes. Bert, who has been a motorcycle messenger since leaving university three years ago, said he spent about £30 a week on repairs and that the London streets were so dilapi-dated that he needed new tyres - £50 each - every 10 weeks Riders also risk having to take time off work because of

accidents. Andy, who has been riding for five years, has come off his bike twice just in the past three months. The first time, he said, was when "a taxi hit my bike in the back", and the second when "a car ran still". Soma messengers are won-

dering whether their slimmer pay packets are worth the life puncturas and acci-

Damien, who gave up a career as a teacher to whizz around the West End, says: "I hated teaching and awore I'd never go back. But even a classroom full of screaming kids cannot be worse than struggling along on £250 a week in the freezing cold."

erawill
ion,
een
the
nge
for
has
lon
not
for

ors

der der

and ien

hey for no nal ore

by

rt rt

## Oil rig death inquiry finishes taking evidence

THE Ocean Odyssey fatal North Sea when a high pres-accident inquiry, the longest-running and most expensive on September 22 1988. There such inquiry in Scottish legal history, finished taking avi-

Sheriff Principal Ronald ireland adjourned proceedings at Aberdeen until May 7, when legal submissions will be The inquiry into the death of

ATER BILLS landing on doormats through-ont England and

Wales later this month will be,

on average, more than 15 per cent higher than last year and that is just the start. Charges are due to rise by at least 50 per cent in real terms

over the next decade, and it

wight be much more.
Water will no longer be a cheap commodity to be taken for granted, but all the signs are that people have yet to come to terms with the change.

Some rude shocks lie ahead. The steepness of the 1991-92

increases are likely to reopen some of the bitter arguments of

last year's privatisation, when

supporters said private-sector companies would become more efficient and raise the capital necessary for investment, while opponents warned that consumers' money would be channelled into profits, divident and stantage and stantage.

dends and directors' salaries.

Most charges are due to go
np by the maximum amount
fixed in a complex formula in

the run-up to flotation. Each of the 10 privatised companies – and the 29 statutory water companies, which supply water

to a quarter of the population

was given a so-called K factor, up to which it could
increase charges each year for
the next 10 years.

K is a figure above the rate

of inflation which takes

account of the need to finance

a 228bn investment programme to achieve European Commu-nity quality standards by the turn of the century.

All the companies have to emain within their K figure,

which is monitored by Mr Ian

rig radio operator Timothy Williams, 25, of Greenhithe, Kenthas sat for 125 days. Mr Williams died after gas explosions and fires on the oil rig in the

were 66 survivors.
The inquiry started on May
21 last year and is estimated to -bave cost about £5m to date. It has heard avidence from 97 witnesses. Legal fees are so far estimated at about £2m and there are more than 4m words

There have been four QCs, five advocates and a battery of lawyers and solicitors representing 10 partlas, including

North West

South West

MR William Waldegrave, the health minister, said yesterday that be bad not "gone soft" and was not giving the health do and to spend what it liked.

at him from that quarter con-cerns his refusal to accept the

16.2

Severn Trent and chairman of

the Water Services Associa-tion, says: "Water and sewer-

age services are excellent value

age services are excellent value for money. The charges are needed to pay for investment taking place at a rate of more than £250.000 every hour, every day, for the next 10 years."

Mr Nicholas Hood, chairman of Wessex, beliavas that charges would probably have had to be about £8 a household higher had privatisation not

higher had privatisation not taken place, because of chronic

underinvestment in the indus-

try over decades.
Additional difficulties lie

ahead, however. Under the terms agreed at privatisation, any expenditure that could not

then be quantified - for exam-

ple, the cost of implementing future EC directives — can qualify to be passed on in extra charges above tha K figure.

That provision, called cost

pass through, lies behind the warnings that water hills are

set to rise by at least 50 per cent above the rate of inflation.

A large additional cost will be implementing the EC's

waste water directive, aimed at

tute of Directors yesterday, Mr Waldegrave said that the NHS had a lot to learn from privatesector husiness on manage-

least to pretend that the NHS

## Waldegrave defends health service stance

service an open invitation to

His remarks come in the wake of recent snipings from right-wing Conservative MPs at those perceived as prominent "wets", among whom Mr Waldegrave is numbered. The main criticism directed

10-year average K\*

5.00

4.50

demand to extend tax relief to all patients who take out private health insurance. His critics are also con-

not a husiness, and business language - the language of profit and loss and dividend is inappropriate to the NHS", Mr Waldegrave added.

cleaning up rivers, estuaries

within the next few weeks, and

the dumping of sewage sludge at sea will cost the UK indus-

try around £7bn.
Some companies, such as
South West, North West and

Northumbrian, which either dispose of a high proportion of sludge at sea or which need to upgrade their sea outfalls, will

incur much beavier additional costs than Severn Trent, which has no coastline.

It is not yet clear what atti-tude Mr Byatt and his col-leagues will take to demands

for higher charges to meet

extra costs. His approach will

begin to be known from Octo-

ber, when companies can

approach Ofwat to put their

Mr Byatt is clearly worried at the effect that the relentless

rise in the cost of water might

have on the consumer. He

binted recently that assump tions made during the initial

drawing up of K factors on the

cost of capital and dividend yields may have been too gen-erous, and that companies

might not get automatic

increases to pay the cost of

meeting new environmental

legislation. The scene might therefore be

set later in the year for a num-

ber of skirmisbes between the

companies and the regulator

over whether valid additional

costs should be passed on auto-

matically to the customer, or

absorbed in part by the com-

Whatever the outcome. water will no longer be cheap.

its main proposal of banning

That is doe to be approved

# By Emma Tucker

cerned at what they see as his

Cheap asset threatens rude shock

Richard Evans looks at the factors driving the cost of water higher

"K is the amount above the RPI that charges can increase per amount

Byatt, director general of the Office of Water Services

(Ofwat), the industry's economic regulator.
Eight of the 10 have sought the maximum parmissibla increase or a figure very close to it. The exceptions are Southern Water, whose 14.7 per southern water wat

cent increase, half a percent-age point below its maximum, is due to the enforced delay of

a marine treatment pro-gramme, and Yorkshire, which has based its increase of 12.98

per cent, the lowest and 0.6 per

cent below its maximum, on a jndgment of medium-term financial prospects and "a

proper balance between the

interests of customers and

shareholders".

The increases are particularly high this year because they are based on last November

ber's retail price index, when

inflation was running at an annual 9.7 per cent. After next month's rises, the "average household" of four people in a semi-detached house now pay-

ing approximately £120 a year will be paying £136.80.

Mr John Bellak, chairman of

WATER CHARGE INCREASES

Thatcherite principles Speaking to the Bristol Insti-

ment techniques and public

is comparable in any other way to a privately run company." "I have said on a number of occasions now that the NHS is

# **INVESTMENT & FINANCIAL PLANNING**

FINANCIAL TIMES GUIDES TO

by Anne Gowan & Karen McCall (3rd edition)

by Annie Gewan & Karen McCatt (3td edition)

Are you hinking of reiting overseas?

F. o., into guide will give you practical advice on planning for, and ocquisting to, retrement in a foreign country. It is crossined with useful information on Organising sovings and investment = purchasing a property observed = overseas removals = UK income tax, copilal gains and inheritance lax = person managements = medical treatment and heatthcare = making your will, it also details the retrement advantages and disadvantages of specific countries Andom = Australia = Canada = Organis blands = Organis = France = Ghratior = Greace = Instant = Island =

Published November 1969 UK price \$14.95

WORKING ABROAD

By Perec Garifland
The working Sittish expostrate is not an exotic or extraordinary species. Rather is an artiflance person doing an artiflancy job in an out-of-the-ordinary place.

A different Brestyte on bring different problems, in the main, these are still ordinary producers, though the solutions are titely to be special. Intiting into account exportrate needs.

The new completely revised WORGENG ABROAD from the Financial Times will hell solve the problems of exportrate Bits, tocusing an possible financial pitials.

"What should I do with my house in the UK?" "Am I still Roble to income tax, copied gains lax and inheritance lax when I work abroad?" "What should I do with my UK savings, investments and insurance policies?" Is there a bank that I'm overseas?

"A title of the savings investments and insurance policies?" Is there a bank that I'm overseas?

Published September 1990 UK price \$14.95

FT GUIDE TO YOUR COMPANY PENSION . the guidance provided by many company pension schemes is often ambiguous and confusing, or assumes specialist knowledge, Jasgon and statistics can be

and confusing, or assumes specialist knowledge, Jargon and statistics can be overwhelming.

FI GUDE (b) YOUR COMPANY PENSION:

• Provides all the background information essential to understanding pensions in context, including the economic locator, that can influence pensions • Helps, you understand the specific powersions of company plans, Businating them with real-like examples • Outlines the terms of some existing larger company schemes, as interfered you can gauge how yours measures up.

Contents include:

• Pensions in context • Company pension schemes in detail • Whether to join or leave the scheme • Continuations • Pensonal pension schemes • The tump sum • Changing lobs • Early and late referement • What the state provides • Other help in referement • the impact of instation and interest rates • Rx • Funding and investment • Examples of schemes

Published September 1990 LK price \$9.50

INVESTOR'S GUIDE TO THE STOCKMARKET wy awayon communings part country.
Written for everyone who knows that they ought to look after their savings more seriously, the new and extensively revised fifth edition of investor's Guide to the

use if for your ber 1988 UK price £9.50

FINANCIAL PLANNING FOR THE INDIVIDUAL by Alon Kelly (3rd edition)

information on: investment platining = unit husts and investment husts = business expandion schemes = personal equity plans = pension arrangements = life assurance = tax planning = mortagopsi. Plus a new chapter on the use of husts and on extended section on investment

Fille I now a special trip and self-shares. In this paper when best to buy and self-shares. With a self-slagnestic Personal Pisancial Planning Questionnoise and a "Dying Ricily Lag", this book carbons everything you need to lingw in order to clearly and profitably plan your thances. Published in association with the Institute of Charleted Accountable. Published October 1989 UK price \$11.50

A GUIDE TO FINANCIAL TIMES STATISTICS Are you getting 100% out of your daily newspapor - or only 75%? The Financial Times provides the best and most comprehensive range of financial and economic data of any Bittish newspaper. And almost 25% of it is devoted to statistics. Designed to help you get the most out of the pink pages. A Guide by Financial Times Statistics withhelp both the fay reader and professional

investor case. This new edition will help you to find the figures you need, to understand how they are anived of, and how they should be read. Within by FT journalists who are experts in their fields, each chapter has been extensively updated and reorganised to reflect the FT's new approach to its statistical coverage.

INVESTING FOR BEGINNERS by Daniel O'Shea (4th edition) well informed are you? ou know a rights issue from a sarip issue? you distinguish a merger from an acquisi ou larow the difference between unit trus

#### ORDER FORM Please note payment must accompany order. Prices include postage and packing.

Please send me copy copies of 4777 Q153 AGuide to Rhandal times Statistics
[\$12.95 tilk or \$14.50(\$23 00 overseos) 4002 DO83 | Retning Abroad | (\$14.95 KK or \$17.50)\$29.00 overseas) 4649 C258

Francial Planning for the Individual (\$11.50 UK or \$14.00(\$24.00 overse) 4820 0268 | ] 4637 0213 [] 4868 CO38 [\* | Worlang Abroad 4868 CO38 [\* | SSI4.95 UK or \$17.50/\$29.00 overseas)

Published August 1988 UK price \$9.50 Please return to: The Marketing Department, Financial Times Business Information, 7th Root, 50-64 Broadway, London SWIH ODB. Tet. 071-799 2002 (Medi order address only).

23 071-799 2274 with your charge credit card details

Please debit by credit card (mark choice)

investing for Regioners (\$9.50 UK or \$12.00(\$17.00 overseon)

investor3 Guide to the Stockmartel (F750 UK or \$12,00 517 00 overseon

4832 0398 Fi Guide to Your Company Pension (59 50 UK or \$12 00;517.00 overseas) I enclose my cheque for

mode payable to FT Business Information.

Arnex Access Viso Card No. 

Country\_ Signature Please allow 28 days for delivery. Refunds are given on books returned within 7 days of receipt and in good condition. F1 Business information, Registered Office: Number One, Southwark Bridge, London SE1 9HL Registered in England No 980896.

rom ate Offer

*flected* 

Weekend March 2/March 3 1991

# Light shines into the gloom

THE VICTORY achieved hy coalition forces is an extraordinary military achievement. It is also a political achievement, owed largely to President George Bush. Nonetheless, John Major has a share in the credit. As an economic event, however, the conclusion to the war is of modest importance. What will matter more to the government are the opportunities that are opening up for the

domestic economy. Where Saddam Hussein's invasion had its most impor-tant economic effect was in the surge in oil prices, now almost suritely reversed. From the first day it appeared that the effects would be nothing like as great as in the two previous oil shocks. Even so, the increase in the spot oil price, from some \$16 a barrel in early July to the peak of \$42 in early October, had an important negative impact on world eco-nomic activity. Since then, most strikingly in the decline of \$11 on the first day of tha

Yet the coalition'a successful campaign may be of substan-tial and long-lasting impor-tance to the world oil market. lt is difficult to imagine Saudi Arabia and the other Gulf states - including Kuwait pursuing a pricing policy frowned upon by the US, at least in the next few years. The US will want steady prices. But it may also want prices that are not far below their present level, certainly so long as President Bush – with his attachment to the interests of the US oil industry - remains in power. As Kuwait and ultimately Iraq return to the world market, achieving price stabil-ity at present levels will not be easy. But such price stability would certainly be something

that the world can live with. Since the war turned out to be blessedly ahort, its costs were modest. The economic impact of those costs depends on the speed with which lost aircraft and expended ammunition are replaced. Financially, however, it appears that offset payments to the UK may match or even exceed the cost. The same may also turn out to be true for the US.

Knwait's costs

It is in Iraq and Kuwait that the resource costs of the war have been large. \$100bn has been mentioned as the cost of reconstruction in Kuwait alone. This expenditure will provide a welcome boost to world economic activity. But only a small part of it will come in the near future. That is bound to be still more true for Iraq, where reconstruction is likely to be delayed for a long time, particularly if Saddam Hussein manages to cling For the UK economy, ln short, what matters far more than the outcome of the war are the forces that have been working in the world economy as a whole. At present these forces are working in the gov-ernment's favour, since they point in the direction of further cuts in the rate of interest. Base rates are now two per-centage points below their

peak and have fallen by one percentage point in February. It is no longer difficult to imag-ine interest rates down to 11 per cent or so by the summer.

Favourable sign

For the government, the most favourable sign has been the almost non-existent reaction of the foreign exchange market to the last two base rate cuts. Particularly helpful have been the weakening of the D-Mark against the dollar. the German government's volte face on the need for tax increases, the growing credibility of sterling's position within the exchange rate mechanism and the decline in domestic inflationary pressures. Even wage settlements seem to be responding, if too little and too late to prevent large increases

The growing likelihood that German interest rates have peaked is not the least of these favourable developments. The pressure upon the Bundesbank not to tighten further is considerable. The German government's turnabout on its fiscal policy will help.

Also favourable, is the likely course of the US dollar and US interest rates. Against tha D-Mark (and the pound) the dollar is back to where it was in early January. The Federal Reserve is likely to take this as an opportunity to lower US interest rates still further. If US interest rates were to fall and the dollar were not to atrengthen furthar, there would be further good reasons not to increase, and quite pos-sibly to lower. German interes rates. For the UK economy, the opportunity created by lower interest rates in Germany outweighs the damage that is likely to be done by persistent weakness of the dollar.

John Major has a wellearned ahare in a triumph that is likely to have little further economic consequence. But as he turns his attention back home, he will like at least some of what he sees. Economic developments both at home and abroad are giving the government a real, if limabove all over interest rates. If

or most of the past 40 years the Middle East has been a graveyard for Arab optimists. For the past seven months

For the past seven months President Saddam Hussein of Iraq has again shown why. But, as Arabs like to emphasise, Europe's experience was far worse in the previous 40 years, which include the military career of President George Bush.

During that period Europe was scarred by invasions, appalling wars, shocking loss of life, dictators whose amhittons made those of Mr Saddam look modest, genocide on a scale that is still difficult to grasp, and a destructiveness which makes today's rebuilding of Kuwait appear a prebreakfast task.

breakfast task.

In the wake of that chaos came the state of Israel, the post-colonial Arab world, the modern map of the Middle East and a new Europe, prosperous, more united than ever before, but prepared to make only a highly qualified commitment to resolving the proh-lems of the Middle East which in part

lems of the Middle East which in part grew out of its own disasters.

It is tempting to hope that the Middle East might follow Europe's example. Great disasters, such as the ones which have befallen the peoples of the Gulf region in the past decade, might, like those of Europe, pave the way for a fresh determination to find a better way forward, built on a resolution of the region's most fundamental next. the region's most fundamental prob-

lems. There could – just – be an opportunity now.

Mr Saddam's ambitions were crude, personal and, it can be argued, unrelated to the longer-standing problems of the Middle East. But they are only irrelevant to those people outside the Middle East. Within the region, as Mr Saddam showed, even a monstrous figure such as himself can garner popular support by emphasising particular issues.

Those issues are the threads which have run through Middle East politics since the end of the Second World War and which have been promoted, orchestrated and frequently manipulated by a succession of Arah and Moslem leaders. The residual memories of colonialism should never be understimeted as a political force. underestimated as a political force. In parts of Asia today they remain as powerful a political tool as they are in the Middle East. But in the case of the Arab world they were given tangible expression in a most emphatic way by the creation of Israel and the denial of self-determination for the Palestin-

President Gamal Abdul Nasser of Egypt articulated Arah frustrations more powerfully than those who have subsequently sought to assume his mantle. His seizure of the Suez Canal in 1956 fired nationalist and pan-Arab ambitions, bot his defeat at the hands of Israel in the 1967 Six-Day war left a bitterness and sense of failure that nothing that came after has totally expunged. President Anwar Sadat tried and partially succeeded in the 1973 war by crossing the Canal and retaking a small slice of Sinai, a military action which was to pave the way for his visit to Jerusalem in 1977 and subsequent peace treaty with

President Sadat's unilateral Nobel Peace Prize-winning initiative, lauded in the west but despised in much of the Arab world outside Egypt, opened the door for Mr Saddam by seeming to shut the door on the Palestinians. The Camp David agreements, signed by Egypt, Israel and the US, provided for Egypt to regain its sovereignty over the Sinai, but no progress was made on the other issue covered, that of Palestinian rights on the occupied

West Bank and Gaza strip.

President Saddam, even then among the most extreme Arab leaders and ever ready to accuse Libya's Colo-nel Gaddafi of moderation, stepped into the vacuum left by President Sadat's abdication of Arab leadership to stake his own claim. But in that he so, the voices calling for the faced a new challenge mounted by election to come earlier rather militant Islam in the form of neighthan later must grow louder. | bouring Iran and the new clerical

Roger Matthews, Middle East Editor, says the world must learn the lessons of history if it is to secure regional stability

# Dove of peace among the ruins



leadership of Ayatollah Khomeini.

swapped political clothes. The ayatol-lahs of Iran donned Arab dress, purportedly to free Palestine from the Jews, while latterly the secular President Saddam became more devont than the clerics in Tehran, also purportedly to free Palestine from the Jews. They, of course, did nothing to assist the Palestinian guerrilla forces when reientlessly attacked by Israel in its 1982 invasion of Lebanon.

Instead, they fought each other for eight years until Iran was exhausted, Now President Saddam has fought for weeks and achieved a far more spectacular national defeat. Mr Yassir Arafat and the Palestine Liberation Organisation, which first embraced Khomeini and then switched to Mr Saddam, are left stranded, impotent, and even further from home.

in one sense it is even worse than that. Arah aspirations have for the past 20 years been sustained by oil and by the Soviet Union. Both now matter less. Not only has the industrialised world learned to limit the growth of demand for oil since the price shocks of the early and late 1970s, but the US also now has an actual physical and looger-term political grip on the main sources of sup-

At least half the total pre-war output from the Organisation of Petro-leum Exporting Countries came from sources now under a greater or lesser degree of American influence. Of have by far the highest level of proven reserves.

Simultaneously the political evolution under way in the Soviet Union has helped to transform its Middle East policies to the extent that it could countenance a full-scale military attack hy the US and its allies on Iraq, a country with which it has a treaty of friendship and co-operation, from which it was latterly earning some \$2hn in year in hard currency and with which its own military had

As important, for the first time in

One of the greatest dangers the US now runs is to believe that there is a political settlement possible which in terms of efficiency approaches the military settlement the coalition forces have just imposed

many years the Soviet Union will not many years the Soviet Union will not resupply an ally which bas lost a great deal of military equipment in battle. The example of Iraq will weigh heavily on the thinking of that arch pragmatist President Hafez al-Assad of Syria who commands the last sizeable Arab army opposed to Israel. By conding his troops to fight along wide sending his troops to fight alongside the allies in Kuwait, President Assad s not ju

of President Saddam but also seeking

an American-endorsed insurance pol-

icy against what he fears could be an israeli attack on Syria.

President Assad's action demon-strates the depth to which Mr Saddam has now buried, along with tens of thousands of his own people, the already largely discredited notion that there could ever be an Arab military solution to the presence of Israel in the Middle East or to the plight of the Palestinians. Instead it confirms the trend, set in train by President Sadat, for Arab acceptance of Israel's right to exist in peace behind its pre-1967 borders as expressed in United Nations Resolution 242.

How much further Arab leaders may be willing to go along that path will depend largely on how President Bush chooses to exercise the over-whelming political dominance the US now has in the region. The six Gulf Arab states are even more deeply in America's moral debt and Iran, seeking to restore its economy and capitalise further on Iraq's demise, is unlikely to risk more than verbal warnings to the nation it knows best

s "The Great Satan". More moderate Iranians, along with a broad swathe of other Middle East opinion, will however have been deeply concerned by reports from Washington that the US can foresee having a military presence in soothern Iraq for at least a year. Few prognostications could be of greater succour to the Iraqi leader and to his follow out the prognostic in the region for fellow extremists in the region for whom conspiracy theories based on bread of political life.

One of the greatest dangers Wash-

ington now runs is to believe that there is a regional political settlement possible which in terms of efficiency there is a regional pointical settlement possible which in terms of efficiency approaches the military settlement the coalition forces have just imposed. Equally, it must be constantly aware of the temptation, all too well appreciated in Europe, of equating a people with the actions of its leadership. By remaining militarily in Iraq until it is satisfied with that country's political arrangements, the US risks giving Mr Saddam and his closest allies the one rallying cry which could be used to delay their departure.

However tha relationship which matters most in the months ahead is the one between the US end Israel. President Bush and the allied forces have reason to be grateful to the government of Israel for refusing Mr Saddam's bait and not retaliating against iraq's Scud missile attacks. It was the first tima Israel has not taken action, especially against such gross provocation, and thus a milestone in tha region's politics.

region's politics.
Israel crossed another important threshold by allowing American forces onto its territory with Patriot-missiles. For a country long deter-mined to take sole responsibility for the conduct of its own defence, it was the conduct of its own detence, it was an important concession which also served to underline that the acquisition or holding of territory does not necessarily help to erect adequate defences against missile attacks.

Taken together with Israel's previous agreement under the Camp David accords to exchange territory for eace there do not seem at first

peace, there do not seem at first glance to be many important issues of principle left blocking the way to a more comprahensive settlement which would include the Palestinians. Given that Israel's current prime minister, Mr Yitzhak Shamir, opposed Camp David when it was signed, such a settlement may well still be impossible to reach. But there is enough evidence, from the Arah side at least, to suggest that in the wake of the Gulf war it is again worth pursuing more

Israel's primary concern has always been security. Given the huge interna-tional effort made to restore the sovtional effort made to restore the sovereignty of Kuwait, it should not be beyond the capabilities of the world community and especially President Bush to devise a security formula that Israel would find difficult to reject.

It is true that, pertinent as they may seem now, these arguments have been advanced at various times in the nest 20 years to support the idea of a

Design of the second of the se

PER STATE OF THE PER ST

The state of the s

past 20 years to support the idea of a "Middle East peace process". It is also true that Israel has shifted to the political right in the past two decades. The result may be that there is no formula, no international guarantee, that the present hard-line Israeli government would be willing to accept if it meant as a consequence self-deter-mination for the Palestinians and an end to Israel'a occupation of the West

If Mr Bush and the European Com-munity are willing to live with such a rejection then it seems probable that the political frustrations on which Mr Saddam sought to capitalise will per-sist. Israeli society will be further afflicted by the costs of repressing the three-year Palestinian revolt, while overall Arab economic development will slip further behind that of other countries as its leaders devote their main efforts to political survival. Of course, helping to find a way forward for the Palestinians will not solve the other problems of the Arab nations and the Middle East. But it would signally help to offset the despair that will blanket parts of the region in the aftermath of the Gulf war. Europeans and the US remember the colossal efforts that went into rehabilitating the victims and economies of the dictatorships which launched the Second World War. If the world is to avoid another genera-tion of Saddam Husseins, it needs to sons it has learned from the past 40

#### I t is hard to imagine two men more dissimilar than the flamboyant, shambling Sir John Harvey-Jones and the sober-tied, close-cropped Sir Denys Henderson, Yet Sir firmed that he will stay on as chairman of ICI until 1995 and announced a big restructuring programme for the company, now seems set to stamp his mark on the largest UK manu-facturer in the 1990s as firmly as did his predecessor in the

1980s. indeed, after four years in the chairman's job, Sir Denys, with his soft, rounded Aberdo-nian accent and face to match,

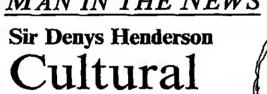
the style has changed."
What is more, his task is in some ways remarkably similar to the one Sir John faced when he started — to bring ICI back from a recession that has hit the chemical industry hard. On Thursday Sir Denys had to Thursday Sir Denys had to report a 36 per cent fall in pre-tax profits, though he managed to avoid the dividend cut that so devastated City opinion 10

years ago.

The shake-up he announced at the same time, he says, is a "once in a decade" restructurlng: "An organisation is a hardy plant but one shouldn't pick it up hy the roots too

often."
The significance of Sir The significance of Sir Denys's plans was rather lost in yesterday's newspapers, mainly because he talked about them only in the most general terms. Nevertheless, it is clear that ICI is again on the brink of substantial changes. In his time Sir John made the group for more international. group far more international by balving the UK workforce, expanding rapidly overseas and shifting its balance from bulk chemicals to more speci-alised, higher added-value

products.
The essence of Sir Denys's strategy, by contrast, is to be more selective about which



# now evidently sees himself as the cultural heir to Sir John. "The hair may be shorter and the tie may look better," he smiles, "but I don't believe that blueprint

By Clive Cookson

global positions now or in the future". They must be able to compete profitably in "the key world markets of Europe, North America and the Asia-Pacific region". Businesses without this potential will either be kept on as cash generators without significant new investment, or sold off.

Sir Denys and his senior colleagues have decided which businesses they want to keep and encourage, and which are candidates for sale or closure. But "for commercial reasons"

But "for commercial reasons he refuses to reveal their iden-titles, apart from restating ICI's "irrevocable" decision to get out of fertiliser manufacturing and holding np lCl Seeds as a example of a growth

area to be nurtured. The review of ICI's antire operations, which led to the operations, which led to the new strategy, was carried out during an intensive two-month period last autumn, after the group had felt the first impact of the economic downturn and the effects of the Gulf crisis. As Sir Denys now admits, he had heep comportunistic shout the parts of ICI receive support.

Resources will be concentrated on "businesses with strong,"

Sir Denys now admits, he had been over-optimistic about the extent to which the reshaping



of the 1980s would shield the company from another recession and oil price shock. Even so, he denies – a tooch

defensively – that the new plans are hasty window-dress-ing for a round of cuts and closures. Observers say that the ICI workforce may fall by 10 per cent - 13,000 people over the next two or three years, hut Sir Denys refuses to give any estimate of the likely overall joh losses.

The accompanying management reorganisation will give ICI a simpler shape, with seven international business groupings each headed hy a chief executive. These now have a clearly pre-eminent position over the traditional ICI "terri-tories" — national companies and regional organisations. "There is far too much debate
in ICI between territories and
husinesses and far too much
duplication of resources and
affort between them," Sir
Denys comments.
He insists that the changes

do not represent a shift in the overall direction established by Sir John. And he shudders at

the suggestion that he might want to give ICl a "culture shock" like that of the early 1980s. "There was a need for a culture shock then John administered it and we've all followed it up. I don't go think we need the same again."

The longer Sir Denys sits in the chair at ICI, the more confident

the chair at ICI, the more confident he becomes in his public performances. When Sir John handed over to Sir Denys in 1987, there was a great contrast between the media star and the grey administrator — and the change delighted some ICI staff who thought Sir John had had excessive media exposure. That particular contrast is now beginning to fade.

When Sir Denys was installed as chairman, he invited

talled as chairman, he invited in several of his predecessors to give him advice. "There were two comments I particularly remember," he says. "One said 'Relish the job', and most of the time 1 do. The other piece of advice was 'Pace yourself' — and that has proved infinitely more difficult."

He recally Six John's com-He recalls Sir John's com-

ment on retiring as chairman

that "it's really a job for one and a half people". The demands have increased since then, Sir Denys says. "The environmental pressures and City pressures have grown, keep in tonch with all the international businesses.

Even so, he does not take that argument to its logical conclusion - as Sir John has since leaving the chairmanship and accept that the top job at ICI should be split in two. As Sir Denys remarks wryly, Sir John did not suggest that the company should bave a separate chairman and chief executive while he was still in

But Sir Denys does indicate that during the second half of his eight-year tenure, he plans to step back and become more of a traditional chairman. After a year or so, he plans to hand over the chair of the new senior management body, the Performance and Policy Com-mittee, which is being created as part of the reorganisation. The PPC, comprising the nine ICI executive directors and the chief executives of the seven husinesses, will meet quarterly to review performance and dis-

cuss group policy.
"I want to chair the PPC myself for a year to see how the goes," he says. "Then perhaps I'll hand it over to one of my colleagues on the executive

Sir Denys says the timing of ICI's restructuring may have been affected by the current crisis, but he insists that the business was ready for review almost a decade after the changes inspired by Sir John. stamp on the business - and whether what he is undertak-ing is a hasty reaction to a cyclical downturn or something more fundamental -may not he clear for quite some time. After all, the true nature of Sir John's restructuring was not fully evident until after he left the company. While Sir Denys is unlikely to follow in his predecessor's TV footsteps, he is obviously out to make a lasting mark in

## DONATIONS TO THE GULF TRUST

The Secretary of State for Defence has set up the "Gulf Trust" to which members of the public may subscribe. Donations to this fund will be passed to the charitable Services Benevolent Funds (King George's Fund for Sailors, The Army Benevolent Fund and the RAF Benevolent Fund) and they will use the money to meet the needs of those Service personnel and dependants who have suffered as a result of the hostilities in the Gulf. If you would like to contribute to the Gulf Trust you can do so by filling in the coupon and attaching a cheque or Postal Order. PLEASE DO NOT SEND CASH.

Alternatively you can make direct payments through any UK clearing bank, or telephone credit card donations (Visa/Access)

#### 0898 900026

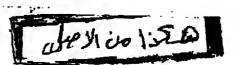
Calls charged at 33p/min (cheap rate) 44p/min at other times. (The line will be sponsored by British Talecom who will make a donation to the Trust, the size of which will reflect the number of calls made.)

## **Gulf Trust - Donations**

į	· NAME (MI/MIS/MISS)
8	ADDRESS
f	
t	POSTCODETEL NO
	EITHER  My cheque/crossed postal order for £ made payable to THE GULF TRUST is attached.  OR  Please debit my Access/Visa Account with the sum of £
	My Account Number is

Cheques/Instructions should be sent to: THE GULF TRUST, Ministry of Defence, Adastral House, Theobalds Road, London WC1X 8RU

....EXPIRY DATE .....



SIGNATURE .....

For the outgoing prime minister, Mr Chris Patten was too ohviously talented to exclude from the cabinet, but too liberal for admission to the charmed circle of truly inti-

mate insiders.
As party chairman, he has now expanded his roles as speech writer, master of the manifesto and tone-setter-inchief to take on the engine room of the party for the coming general election. His success or failure in remodelling the machine could decide the Tories' fate. Some MPs argue that an overhaul is due.

Despita last year's costly refurhishment in corporate pastels, the red-brick corner house in Smith Square retains a stubbornly immutable atmosphere of no-nonsense conviction politics, secretarial gossip and strong tea.

Set alongside the more endearing chaos of Lahour's Walworth Road headquarters, the place is reputed to be a veritable cruise missile of acutely targeted political weaponry. Yat, as an institution, it has nevar commanded much

mportant size in the palente of the

the hap to

EFFC 10 50

SUNCE LINE SELECTION E

District the F

Director.

the states.

C 17 25 35

Marions, 1

ard and and

G-FEG

15 ALS 15 CONTE

11 .2: Y

21212122

gerg Water

mi in a

يون جي مين

ili Trusi b

ons to this

plent Fund

it Funda

ey to med

s who have

1 Would lite

g in the

any UK

isa Access

size of which

ayable to

In part, this is because Central Office has a monstrously difficult role as master, servant and intermediary for everyone from MPs, Downing Street, fiercely independent constituency associations, local anthorities, Young Tories, Tory Women and even Conservatives Abroad. As such, it must co-ordinate and aarvice the party, initiate and disseminate

- and despised by both. One former deputy chairman observed: "Central Office tends to run for 95 per cent of its time at 25mpb, but then must accelerate to 100mph for elec-tions." To Mr Patten, it is one of the most efficient political machines in Europe. But one

mid-ranking minister recently remarked: "Central Office is unreformable." The new chairman is nonetheless determined to ensure that his arrival means more than a mere change of slogans on the new "persuasion, not

policy, supervise campaigning and nurture the media. Inevita-hly, it is often caught between

the leadership and the grass-

Under Mr Kenneth Baker, the outgoing chairman, the party headquarters became a propaganda command centre with "KB", as he was known universally to staff, poring over expensively commissioned opinion polls and tapes of his near nightly TV appearances.
Tha research department,

taken into Smith Square from Old Queen Street in 1980, had fallen if not from grace, then from favour. As Mrs Thatcher drew deeper into her bunker, she turned more and more for her intellectual stimulation to her own policy unit or the Centre for Policy Studies.

Credit for the historic 1987 third-term victory, master-minded under Mr Norman Tehnever have done that, he would not have seen any votes in tt," bit's chairmanship, was spoiled



hy the now infamous "wobbly

Thursday" when the PM called in Mr (now Sir) Tim Bell, the former Saatchi director, to redirect the campaign. As an ex-director of the

research department, stalwart of the Tory Reform Group, Roman Catholic and acknowl-edged pin-up of the party's articulate left, Mr Patten is known more as a philosopher than a campaigner. Early evidence of this came last month when he gave an extensive interview on his vision of 1990s Toryism in Marxism Today. "KB would

one young official commented.

That interview, it was noted. was full of praise for the Certo-opportunities."
But if a marked change of

Union, its allied think-tank, the Konrad Adenauer Stiftung, and the so-called "social market" a concept equally at home on Labour lips these days. Its sen-timents drew an admiring leader from the Guardian. Mr Patten insists that Mr

Baker demonstrated great ahility at a traumatic time for the hunch is that the electorate is going to he pretty serious about the choices at the next election, it won't be enough to drag a comet's tail of TV cameras around the country. It is much more likely to be an eleclion about arguments, not pho-

style is an integral part of the new Toryism, it is still a mat-ter of debate whether there are chinks of daylight between Pattenite "social marketeers" and the "dry on the economy, wet on social issues" pragmatism of the Majorettes.

emerged from the lew staff changes made at Central Office. To date, these have seemed less ideological than In a move widely considered

inspired, Mr John Cope, a chartered accountant, deputy chief whip and former Northern

Ireland minister, has been appointed as the party's first full-time deputy chairman, to act as chief executive. It will fall to this "round peg

in a round hole" to shore up an overdraft estimated at well over £6m, while still keeping Mr Baker's opinion polls flowing - an argument, one cynic suggested, for an early, fund-raising election.

Another recent arrival sug-gests that the Tories certainly have no plans to abandon attention to sharp presenta-tion Mr Shaun Woodward, the party's new communications chief, combines a double first, a meteoric BBC career and a marriage to the daughter of the

Philosopher in the Tory engine room Ivo Dawnay on the uphill task facing the Conservative chairman in overhauling Central Office ister, Mr Tim Sainshury. His 32 years, the chairman revealingly points out, packs in a lot more experience than

Peter Mandelson did" when he

took over as the Labour's

party's communications direc-

tor - evidence, perhaps, that

the media are not heing

entirely ignored in favour of

few grey hairs to Mr Andrew

Lansley's youthful research

department. Mr Martin Gra-

ham is an old Lansley col-

league from the Association of

British Chambers of Com-merce, while Dr Elizabeth Cot-

trell is a one-time special

adviser to Mr David Mellor, the

chief secretary and an artful dodger of left-right definition.

ally to shift the department's

emphasis back from an advi-

sory role to a loftier, more

autonomous policy think tank

- possibly combined with the CPS. But this has already pro-

voked murmurings from a sus-picious Tory right that he is empire-huilding.

Right now however, the department's task is the more

mundane, if crucial, business of writing an election-winning

Mr Patten would like eventu-

Other hirings have added a

the new message.

"went down like a lead bal-loon" with the enemies of pub-lic spending and state sector One understandably anony-mous member of a rival power centre conceded that Mr Patten was "personally engaging", then added: "But there is also a

such as health and education ahould be raised to a level that

leaves private sector alterna-tives all but unnecessary

mood of wary watchfulness." attacks on Mr William Waldegrave, the health secretary, for what the right sees as a less than rigorous commitment to market-hased reforms have also been noted. "Waldegrave is the equivalent of a miner's canary," one right-winger claimed this week. "It he turns up his toes, Patten will know not to go down the mine." Publicly, at least, Mr Patten

has so far stuck largely to tactics. "It would be a mistake to fight for leadership on our record and a few slogans," he says. "There isn't a clear Labour agenda nor is there likely to be one. Labour claims Major is son of Thatcher they don't realise how much has changed.

The Tory infantry, however, will hear that Labour is no longer to be castigated as "bar-king mad". Mr Patten prefers to argue the "implausibility" of Labour's basic claim that "they can somebow run a market economy better than we can". With recession raging, abour's case is less implausible than it once was, however. Critics of the chairman's strat-

In the meantime, it is the egy question whether it will be wording of the new chairman's speeches that are being sub-jected to minute textual analyeasy to persuade the more Thatcherite constituencies that a battle for minds not hearts sis. His recent suggestion that standards in public services can easily be sold alongside the home-bottled jams.

oug Christie surveyed the Victorian pub in London's Hatton Garden that he had just bought from Bass, the UK's biggest brewer, and reflected: "It's not all wine and roses being a pub-

Or even heer and skittles. Britain's national brewers might add as they contemplate the prob-iems of selling or leasing nearly 11,000 of their tenanted pubs hy November next year to comply with government orders freeing them from tied beer supplies.

The slide in the property market

has reduced the value of tenanted onbs hy about 20 per cent over the past 18 months. The effect has been illustrated most strikingly over the last year hy the £500m reduction equivalent to nearly £60,000 a pub

in the value of Inntrepreneur Estates, the soon-to-be-merged pub interests of Courage and Grand

Several sales of small packages of pubs last year yielded average prices of £200,000, Vaux, the Sun-

derland-based brewer, reported that it paid about £163,000 for ten-

anted pubs.
Since October, Bass has sold 111 pubs for £21.3m, an average of inst over £190,000. More price falls are expected. Courage, which aims to sell 1,100 of its smaller pubs after the GrandMet deal expects them to raise £157m, or ahout £143,000

entered the market early and has sold 1,400 pubs in the past 18 months, the nationals have as yet put few of their pubs np for sale.
Whitbread has sold about 300 of
the 2,200 it has to free, and the company has been pressing the government, apparently to no avail, for a relaxation of the dead-line. Allied-Lyons has sold 450 of the 2,250 it must unload. Bass has sold, or agreed terms on, 650 pubs of the 2,680 earmarked for disposal. Inn Data, the market analyst, says that last month there were £239m worth of pubs being offered, a fifth of them by the big brewers.

Apart from GrandMet, which

Market peculiarities are making it hard to match pub buyers and sellers, writes **Philip Rawstorne** 

# Bitter taste for publicans

Mr John Spicer, analyst at Kleinwort Benson, estimates that there are still pubs worth a total £1.5bn-£2bn to be released. Who will hay them? Many potential huyers are prepared to wait for better opportu-nities. The nationals are pushing first. But eventually they will have to release higger ones and, even if interest rates fall further, the number that will be available will keen prices down, they calculate. The regional and local hrewers,

for whom the enforced sale pro-vides a one-off chance to extend their estates, increase turnover and improve brewing efficiency, have so far bought relatively few. "I think most of us are in the same ball game," says Mr Michael Burdle, chairman of Marston's, the Burton hased brewer. "We are all looking for pohs that make money." Marston bought 49 pubs from Allied and four from Whithread last year to hring its total number to 890. It is waiting to huy more - "there must be hetter things to come," says Mr Hurdle. Leisnre companies had been

expected to figure among the hnyers. "Bot a number have run into financial difficulties and it is now hard to see them as net purchasers," says Mr Spicer. "In fact, some may be under pressure to sell." More entrepreneurs may emerge:
The only hig hnyer has been Mr hnt finance is tight. There are

Nazmu Virani's property and lei-snre group, Control Securities, which also owns the Belhaven hrewery in Dunhar, Scotland, It hought 220 pohs from GrandMet for £46m a year ago. It has been quiet since but still aims to build A number of new pnb retailers

have entered the scene. Northumhria Inns in Newcastle-upon-Tyne has bought a dozen pnbs in the north-east and intends to expand to around 50. The Sussex based Allen Partnership which bought 27 Scot-tish pubs from Whithread for £9m, has similar ambitions.

doubts about the viability of many pubs if they are detached from a large tied estate.

preventing first-time huyers from selling their homes in order to re-invest in pubs. Even demographics are against the brewers: there are fewer 38-44 year-olds, tha age group in which pub-owning ambition is received.

to rely heavily on selling or leasing pubs to sitting tenants. Most of Bass's sales so far have been to its tenants. But Mr Christie, who has bought Simpsons pub-restaurant in Hatton Garden, says that it is a move that requires hard-headed calculation. "It's easy to stand behind a bar and be a sociable host," he says. "It's much harder to make a consistent profit. Not every-

Mr Terry Parrott, who hought the village pub at Wivelsfield, Sus-sex, where he has been tenant for

and we are delighted to get it." he says. "But we've never had delusions about what it entails." The brewers are finding their

with another deadline.

Many tenants will be given security of tenure under the Landlord and Tenant Act next July. Unless leases can be agreed in the next four months, the brewers have said they will issue notices to quit to

protect shareholders' interests.

The National Licensed Victual lers Association claims that the brewers are being unrealistic about the prices they are asking for both freehold and leasehold properties.

Tenants are being offered their pubs in the middle of a recession

want to see the pubs boarded up.

Monthly interest, with passbook or eard Monthly interest, with passboo only - Races avail on request Gross to non taxopers 90 days notice/pensity 90 days notice/pensity

instant access - 10,000 min instant access - 10,000 min

1,000

# by MacSharry

From Mr Robert Hine. Sir, It is ironic that after pressing for so long for fundamental changes to the Common Agricultural Policy, the UK government should now oppose attempts by Mr Ray MacSharry, the agricultural commissioner, to initiata

Mr John Gummer, the UK agriculture minister, is misguided in his opposition to the, MacSharry proposals which though imperfect are a step in the right direction. He should ignore to the clamour of the farm lohhy - no worthwhile Cap reform can avoid cuttings prices paid to large farmers. Instead, he should argue for two modifications.

First, the compulsory set aside requirements for large farms ahould he reducad, itably produce at the lower prices some scope to do so without losing all compensatory payments. At the margin, the acreage cropped would then be determined by market prices not by EC fiat.

Second, the funding of compensatory payments should be shared between national gov-ernments and the Community. In poorer countries, the EC would fund all paymants, whereas in richer ones costs would be shared with national governments.

This would ensure that Cap reform does not impose a further hudgetary hurden on Britain. Thus modified the proposals would address the need for fundamental Cap reform and provide a basis for succ ful negotiation in the Uruguay Round. Robert Hine.

Department of Economics. University of Nottingham.

#### Inflated claim?

From Mr Nick Parsons.
Sir, Samuel Brittan (Economic Viewpoint, February 28) said: "The British govern-

nearly won as the US war on Saddam Hussein." ness interests in the United Has he noticed the 10 per States are committed to do just cent increase in the cover price of the Financial Times, or is this merely proof of the govexpected by the end of this ernment's success? week and Congress must disap-Nick Parsons, prove the request by June 1

ment's war on inflation is as

group economist, Union Discount Co, 39 Cornhill, EC3.

# From Mr Nico Ladenis.

me by Nicholas Lander (Man In The News, Fehruary 25), which I believe to be inaccu-

arrogant, naive and irascible to describe me. Many who know me would dispute these adjectives, hnt

Mr Lander is entitled to his

Inflation index From Mr Andrew Britton.

Andrew Britton, and Social Research, 2 Dean Trench Street,

Smith Square, SW1.

misleading and Napley has been in the past an adviser and that the same applies to a Mr C D Lever. Mr Lander used words like These assertions are not accurate and no doubt Sir David Napley will be making the position clear on his own.

Sir, I was very pleased to have the support of Samuel Britton (Economic Viewpoint, February 28) for the Institute'a suggestion that an index of European inflation should play an important part in the setting of wages and prices. Perhaps I could answer his two criticisms of our definition

for that index. He suggests that the index should refer to German inflation alona. We considered that alternative, but rejected it on political and economic grounds.

The commitment implied by

ERM membership is, in our view, to a process of economic convergence of Europe as a His other objection that we do not take account of "non-

traded service" does not apply since our index includes all kinds of goods and services, whether traded or not. National Institute of Economic

vital Uruguay Round of tha

Most, but not all, of the husi-

A request for extension is

1991 to block the otherwise

"automatic" extension

#### Congress faces tough lobbying on trade negotiations ada, these negotiations have From Mr Harry Freeman.

However, the extension Sir, I very much agree with Sir Michael Palliser ("Gatt's would cover not only the Uru-guay Round hut also other fast track needs more time", Letters, February 26) that we must urge the United States trade agreements where the administration has notified Congress in a manner to comply with "fast track" Congress to extend the "last track" for trade agreements, so procedures as to continue effectively the

This includes negotiations with Mexico and Canada for a trilateral trade agreement. The opposition in the US to a trade agreement with Mexico is itself challenged by organised lahour and hy some manufacturing and agricultural Interests, largely on the grounds of the low wage rates paid in Mexico.

While I favour orderly negotiations with Mexico and Can-

tion in the article's final para-graph that I sm among those chess who prefer appearing on television and endorsing pots of jam than working ln my This may be true of others: it is not true of me.

Chez Nico.

35 Great Portland Street, W1.

by a councillor or senior offi-

cial, had a pavement needing

The new activity ripped through the asphalt, making it scruffler. If the appearance of our street is anything to go by, most of us would be happy to pass up competition theory in exchange for visual standards.

Who pays for this double provision of services, which, sensibly, has been avoided in the case of water, gas, electricity and drainage? Dr Harold Hughes, OBE, 16 Winofield Road. Kingston-upon Thames.

## Relying on interest rates is wrong

Sir. Edward de Bono (Letters, "A new cure for inflation", February 26) has colourfully compared bloodletting with the government's approach to inflation.

As an engineer, I think in

ous that relying on the inter-est-rate mechanism to control the UK economy shows a

fundamental lack of appreciation of the system's complex-

sophistication in the controls governing the chancellor's central heating system. T Long. director

Gosling Associates 21 Victoria Avenue,

become "linked" in congressio-nal procedure with the Uruguay Round extension. To dissociate them procedurally, US trade laws would have to be amended, thus opening the way to additional hilateral

legislation, which many Americans advocate. l believe the extension for both negotiations will prevail, hut this will not happen without much controversy and tough lohhying, particularly because of the concern over an agreement with Mexico.

Harry Freeman, 1101 Pennsylvania Avenue NW. Washington, DC.

#### Sterling should move to narrow ERM band

and Mr Geoffrey Dicks. Slr, Giles Keating ("ERM vant", Letters, 28 February) argues against our recommen move to the narrow, 2.25 per cent, band within the ERM, especially if this were to be at the lower end of the band.

He believes this would damage the UK's credibility and difficult to achieve in the short term and may deprive us of

latter that we believe in an early move to narrow hands. By joining a fixed-rate system we have implicitly abandoned domestic monetary autonomy and we would prefer to make this more explicit by narrow-

would be seen as increasing the UK's commitment to the EMS and would enhance the credibility of the government's policies, thus reducing the risk premium on sterling and allow UK interest rates to fall.

This is the case for a narrow band. Also, we expressed a preference for lowering the central parity to DM2.85, though this is secondary to the main issue of narrowing the band. If this option were followed, we would expect interest rate cuts to move sterling fairly quickly to the lower half of the new barrow band, where there would be little potential for a further decline in sterling within the hand.

downward movement might affect confidence in the pound. But presented along with a move to a narrow band and a strengthening of our commitment to the ERM, this effect could be minimal. Narrowing at the bottom, rather than the middle, of the current wide band should also reduce pressure for a devaluation outside the current broad bands.

A move to a narrow band

The depressed housing market is

usually fulfilled.
In the end the brewers will have

one can run a business."

three years, echoes those views "We've always wanted our own puh tenants generally adopting such pragmatic attitudes. Few sales heve yet been made and efforts to negoti-ate leases have run into problems

on terms they cannot afford ard would be foolhardy to accept," the NLVA says. It advises tenants to it tight and hrewers to drop their prices by 20 per cent if they do:10t

eta. will ion, een the nge for has lon not for mo-

ors

- der

bey for

nal

bÿ

rt

GT nd

ıer

eir

to

ıeir

## LETTERS

#### Modify plans Chef roasts "high-handed" portrait He did, however, make some has never heen a financiai

Sir, I refer to the portrait of statements, which in view of a pending legal action may he seen to prejudice the "case". He says that Sir David

> In fact he has nothing to do with this case. Mr Lever Asphalt blights the neighbourhood

From Dr Harold Hughes. Sir, The concepts in your edi-torial ("The cabling of the UK", February 28) on cable televi-sion and the development of competitive telephone services look different when confronted on, or rather under, the

Our street has been recently subject to the depredations of contractors laying cable television duct.

This followed the council's exchange, two years ago, of our neat paving slabs for execrable

asphalt. We all wondered which other street, inhabited From Mr T. Long.

different terms, and it is obvi-

#### adviser, customer or friend. I also object to the implica-From Professor David Currie

make interest rate cuts more some monetary autonomy.

It is precisely to achieve the

lng the range within which sterling can fluctuate. We believe that such a move

It is true that the resulting

would free the pound and UK monetary policy from uncertainty over the peseta. It was after all a D-Mark bloc that we thought we were joining. Professor David Currie and Mr Geoffrey Dicks, London Business School. Sussex Place. Regent's Park. NW1

ADVERTISEMENT **BUILDING SOCIETY INVESTMENT TERMS** 13.35/13.00/12.65/12.35/8.25 to 200 12.35 £500+, 8.25 £25+, ATM 200 Alliance and Leicester instant Gross interest avails Griss Interest available, 28 days not/mth, int, av., 29 days not/mth, int, av., 27 term 10% lint act far mth% av., 90 days not/pen -61.0K mth int. 60 days not/pen inst act, £1.0f 90 days not/pen inst act, £1.0f 90 days not/pen and 90 day plest, #Bones for no withdrawa' last, #Bones for no withdrawa' 6 mths nother/pen (9.58 mt/mc) 6 mths nother/pen (9.58 mt/mc) 6 mths nother/pen (10.28 pt/mc) interest thereful with 6.5% symited differential. 1st laterest, 31.90 inst. Act. No poonly, Cooke of passhook, cache and, 0f £2,000 remains account of the 2,000 remains account cheque book with Bristol and West (0272 294271) .... 8.25 6.00 £200 guarantee Card 12% bount to first yes instant access up to £0 also available 60 Day profunities, £0% monthly trf. 12 00% fixed gets fro.49 1991. No Web. assaure access. No pelies instant, access! Monthly income opt 90 days anotice/pees' 90 days anotice/pees' instant access. They account less acc no peo., Mithly lest. £10,00 9.34% With 90 days' act or penalty mostily income on while 90 days' act or penalty instant, access account less account fixed account fixed to £10,00 9.34% With 90 days' act or penalty mostily income on While 90 days' act or penalty instantial periods account fixed account fixed fix 14.256 16.005 10.25 10.50 9.00 10.25 10.00 11.80 15.13 10.25 9.75 9.00 11.30 10.90 11.30 10.90 10.50 14.50 12.00 10.25 10.20 10.25 10.00 11.83 10.75 9.00 11.30 10.90 10.50 14.50 14.92 14.92 14.92 14.92 14.92 11.05 11.20 10.50 11.20 10.50 11.20 10.50 11.20 10.50 11.20 10.50 11.20 10.50 11.20 10.50 10.50 10.50 11.20 10.50 1 225,000 E1,000 E1 E1 E25,000 E10,000 E30,000 E20,000 E40,000 E1,000 E1,000 E1,000 E10,000 E10, MIR (0992 26261) . 90-Day Xua 3 months ar 25K + 0 42% 60 days notather 1 year and 10 instant acolo penalty w/d per on of 25000 w/d pen 3 months sha 2 Year Term Masterplan Hendon (081-202 6384) . . . . Lambetà (071 928 1331) . . . Laccetrian (061 643 1021) . . egton Spa (0926 450045) High Flyer Leeds & Holbeck (0532 459511) South of cates from \$500.0258-81.1.0 isst afe pes. Thereo, £10K +9 93 90 doubte 90 doubte £10/mm. £10K 28d mt/pm. 90c 30d/13.77g/13.43g/12.77g/12.44g 90c 30d/13.77g/13.43g/12.77g/12.44g 90c 30d/13.77g/13.43g/12.77g/12.44g 90c 30d/13.77g/13.43g/12.77g/12.44g 90c 30d/13.77g/13.43g/12.77g/12.44g 90c 30d/13.47g/1 10.50 9.20 14.666 14.406 30.20 13.906 11.10 10.50 13.276 15.006 14.106 14.006 11.00 10 50 9.20 14 666 14 406 9.95 13 906 10.58 10 50 13.276 Leeds Permanent 0532 438181 Marsden (0282 692821) ... Mornington (071 -485 5575) . National & Provincial . . . . . StowAway Bond
Nora Plus Special
Nora Plus
Nora Tax Saver
Pressige Monthly
Tessa Newcastle (091 2326676) U.70 11.00 14.00 15.006 10.75 15.006 13.606 14.405 12.856 14.05G 15.206 10.45 13.006 11.30 14.706 10.56 North of England (091 5656272) . .... 11.30 11.25 10.80 10.20 9.64 14.746 Narubera Rock (091,285 7191) month, 30 day lice/penalty remainder. 25.00 remainder.
110,000 shys noutze/penalty
11,000 o not/pen to balance £10K+
100,000 noutze/penalty
125,000 noutze/penalty
125,000 noutze/penalty
125,000 shys first order
125,000 shys first order
125,000 shys first ord 10.95 13 006 11.30 11.026 10.58 Portsmouth (0705 291291) Principality (0222 344188) Scarborough (0723 368155) \$25,000 1 or term guaranteed 4% diff 10.58 10.58 CSS QQX 1 yr term guaranteed 4% diff
ESO,00 instant access. No penalty
ESO,00 yr 90 days notice or penalty
ESO,00 90 days notice or penalty
ESO,00 90 days notice or penalty
ESO,01 90 days notice; penalty
ESO,01 90 days notice; penalty
ESO,01 90 days notice; penalty
ESO,01 polys notice; penalty
ESO,02 polys notice; penalty
ESO,03 polys notice; penalty
ESO,04 polys notice; penalty
ESO,05 poly 14.706 23.006 15.006 14.506 15.256 11.00 13.736 14.70G 13.00G 15.00G 14.50G 15.25G 11.00 Skipton (0756 790500) Town and Country (071-353 1476) 11.25 15 006 14 506 13.756 12 506 12 206 11.25

Prime Gold Prime Gold

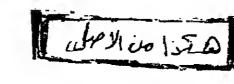
ortshire (0274 734822

Prime Gold Key 90 Day Key 90 Day Plat learn Key Plat learn Key Plat learn Key Golden Key Golden Key

5.506 11.50 10.75 10.60 10.10 9.85 10.25 10.00 9.50 9.25

11.50 10.75 10.60 10.10 9.85 10.25 10.00 9.50 9.25

Annual yield after interest compounded 4G



Midland

decision on

subsidiary

By William Dawkins in

MIDLAND BANK is believed to

be close to completing its deilib-erations over whether to sell part or all of its French mort-

gage lending subsidiary. Trading in shares of the sub-sidiary, Banque Immobilière de

Credit, was suspended in Parls yesterday morning. The bank will make an announcement in the next few days, said Mr. Eric Chelius, the mortgage compa-

ny's secretary general.

Midland announced last Sep-

tember that it was considering the sale because it wanted a local partner for the offshoot and was focussing its European business and was focusing its European business and the sale business and the sale business are the sale business and the sale because it wanted a local partner of the sale because it wanted a local partner of the sale because it wanted a local partner of the sale because it wanted a local partner of the sale because it wanted a local partner of the sale because it wanted a local partner of the sale because it wanted a local partner of the sale because it wanted a local partner of the sale business and the sale business

pean husiness on corporate

pean husiness on corporate and investment banking. Founded in July 1989, Banque Immobilière de Crédit, had FFrilbn of assets by the end of last year and made a FFrêm loss in its first six months of the direct the agent fig.

trading, the most recent fig-ures available. It is estimated

to have incurred a loss of the

same order in 1990.
The company has 210 staff in 20 agencies in France.

WPP, the troubled marketing

services group, is expected to announce that it is passing its

nary results for 1990 are published on Thursday.

Tha group, which announced in December that it was cancel-

ling its proposed interim divi-dend, is also expected to dis-

close that pre-tax profits for 1990 fell below the £90m fore-

cast by analysts after it issued

a profits warning in November.
Before the profits warning,
analysts were predicting profits of £120m for 1990. James

Capel now expects profits of shout £80m and Warhurg Secu-

In its 1989 eccounts, WPP

SUNLEIGH, the diversified

group with interests in elec-

A sub-division of the 25p

Hawker Siddeley

Canada at C\$41.3m

Hawker Siddeley Canada,

subsidiary of the UK electrical

and mechanical engineering

group, reported pre-tax profits

of C\$41.3m, or £18.78m sterling, for 1990. The result compared

with C\$43.3m after interest

charges up from C\$300,000 to C\$3.1m.

Earnings per share improve

to C\$2.8 (C\$1.58) after taking account of the affect of discon-

tlnued operations which

reduced the previous year's attributable figure by C\$9.7m.

Turnover was C\$410.5m

rities less than £85m.

# Debt provisions peg Abbey | Irish Ferries | City expects WPP to pass final Forest and National down to 16% rise

ABBEY NATIONAL, the UK's newest clearing hank, in increased its taxable profits by 16 per cent last year. But the downturn in the housing maris; ing society a mounting volume of bad debts and losses in some

g; parts of its business.
Sir Camphell Adamson,
chairman, said that 1990 had been a difficult year, but that he was confident the Ahbey 12 could exploit its strong compet-a itive advantages to make fur-

itive advantages

intermized 21
ther progress.

Pre-tax profits amounted to
5582m, up from £501m the year
sum of 2582m, up from £501m the year
before. The profit attributable
to shareholders was equivalent
to shareholders was equivalent to earnings of 28.80 (27.3p) per share. With a final dividend of 6.35p, the total for the year rises by 12 per cent to 9.5p. Abbey saw a sharp rise m

net Interest receivable to £955m (£766m) as its margins continued to increase. Other types of income also rose.

reverses into

Whittington

ROSS GROUP, the USM-quoted

holding company with inter-ests in packaging and the man-ufacture of consumer electron-ics, is to acquire Whittington, a

giftware and greeting card dis-

market in a reverse takeover.

offer for Ross on the basis of 19 ordinary shares of 5p for each

Ross ordinary of 10p. That val-ues Ross at £16.9m and will give its ahareholders control

over 91 per cent of the enlarged

capital of Whittington.
\ Whittington has received

tributor listed on the main

Whittington is making an

Wed hase

sup 31 2 47 2 241

Cl

Ī

But the result was hit hy 255m of provisions for had dehts, up sharply from the previous year's £14m. Tha losses came mainly from Ahbey's mortgage horrowers who are suffering from the prolonged bont of high interest rates. Repossessions of properties more than doubled to 4,711. and aerious cases of arrears soared from 3,202 to 11,563.

that bank's £80m commercial loan portfolio, which has not been expanded since last June. However Sir Campbell stressed that Abbey's bad debt experience was still well below that of other banks, and the level of provisions was prudent. There was no present intantion of going hack into

Outside the banking area, Abbey'a estate agency business continued to lose money. It was £20m in the red, a larger loss than last time's £16m. Sir

Camphell aaid be was not deterred by this because he helieved the estate agency husinesa would recover strongly once the economy rebounded. Abbey also lost £24m on housing development.

Abroad, Sir Campbell said he
was satisfied with progress in
Abbey'a operations in France,

Spain and Italy.
Unlike the traditional clearing banks which reported ear-lier this week, Abbey managed to reduce its cost/income ratio, a key operating measure, from 45.2 per cent to 44.4 per cent. It also raised its share of the mortgage and depoaits mar-

The overall result and the dividend were much as predicted by analysts. Mr John Wriglesworth at UBS Phillips & Drew. described it as "solld", given that Abbey had managed a 16 per cent increase in the worst market for a decade. See Lex

## Ross Group | Multitone blames Midland for currency deal mix-up

aupplier of specialised radio systems, claimed last night that Midland Bank had bought D-Marks forward on its behalf when it had been told to sell, writes Clay Harris.

If the resulting loss fell on the company, Multitone said its pre-tax profits for the six months to October 31 would be reduced from the previously reported £905,000 to £621,000.

Multitone said it normally protected the sterling value of its D-Mark revenue, which sccounts for up to 40 per cent of turnover, hy selling forward for up to 12 months ahead.

tracts for January to April 1991 were incorrectly placed".
Multitone said it was taking

irrevocable acceptances of 52.1 per cent of Ross's capital. The directors of Whittington will be re-laced by the present board of Ross and the name will be chinged to Ross Group. the decision to combine with Ross stems from a need to reduce its high level of debt. It **Cukurova offers BCMB** extension

IVIDENDS ANNOUNCED

Apr 29 Apr 29 Apr 29

Apr 30

May 9

payment payment

is allo restructuring by selling two ubsidiaries, Although this would have restored the financial tability, it would have depriled it of an earnings stream Whittington said. Coopr Ludlum, its cutlery

manufaturing arm, and Mac-sel, a violesale greeting cards businest are being sold back to their hanagement.

For th first six months to June 30 Whittington reported a loss of \$16,000 and passed its

which wre suspended on Wednesda on hid rumours, were restold yesterday. Ross halexpanded rapidly via acquisions. It reported mid-1990 fe-tax profits of £403,000 (lotes £220,000) and

ment of 0.5p.

Tor 17 ....

interim didend. The shares,

MULTITONE Electronics, a

state "buy" rather than "sell". but that the company's law-yers said the original instruc-

The man was later absolutely inconceivable that We've got D-Marks running out

Multitone also said full-year turnover would be "somewhat lower" than in 1989-90.

## group buying B&I for I£6.5m

By Kleran Cooke in Duhlin IRISH CONTINENTAL Group, parent of Irish Ferries, is buy-ing B&I, the state-owned shipping company for 1£6.5m (£5.97m) subject to the book value of B&I and its net assets at December 31 being not less

The sale is likely to create considerable controversy in Ireland. Under the terms of the sale it is likely the government will assume responsibility for B&I's debts and agree to significant joh losses. In the last three years staffing has been cut from 1,500 to 960.

than I£700,000.

Earlier this week the government was accused by oppo-sition politicians of seeking to dispose of B&I at a "knock down" price. Questions have also been raised as to whether Irisb Continental has sniftcient resources to maintain B&I's operations.

The government says it has

been advised that Irisb Continental's proposals offer the best guarantee of ensuring a "atrong, strategic shipping line under an Irish flag, of sufficient scale to compete inter-

nstionally".

B&I made operating profits of 1£1.8m in 1988 and 1£2.8m in 1988 end of 1£2.8m in 1989. However at the end of 1989 the company had accu mulated losses of I£128.5m. It is now believed to heve a capital deficiency of well over

tax profits of I£2.4m in 1990 on turnover of I£40m. Since B&I was nationalised in 1965 the government said it had invested I£106m, half of it in the past five years. More Investment was urgently needed.
"Despite an improvement in

Irish Continental made pre-

trading over the past three years, the company is still in a weak financial position and requires auhstantial investment" the government said. The sale is subject to the passing of legislation in the Irish parliament.

tronics and lelaure, has announced a refinancing pro-The refinancing comes in the wake of auhatantial manage-ment changes. In October, Mr Sandy Saunders became chair-The company proposes to issue 32m new shares to raise £3.8m. A placing is being made man.
The company is restructurwith several large institutions, while existing ahareholders will he offered abares on a 1-for 1 basis at 13p.

**By Clare Pearson** 

dividend and fall below £90m

made write-offs of £253m -

including property provisions of £80m - against the value of

its acquisition of Ogilvy &

Analysts will have to wait nntil the 1990 accounts are

published at the end of May to find out whether WPP released

part of these provisions last

fallen sharply since the profits warning, yesterday jumped by

The group is in the final stages of negotiating a \$1bn (£525m) financial restructuring

programme with its banks. Earlier this week it circulated proposals for the restructuring

Sunleigh placing to raise £3.8m

WPP's shares, which have

ing to focus on leisure and aporting products. It has sold loss-making subsidiaries. Debt is set to come down from

MR BRIAN Gilbert, chairman

of Richards, the Aberdeen-

based textile company, has blamed the Gulf war for a recent deterioration in trading which he said would result in lower first half profits.

Speaking at the annual meeting, be said: "Following the outbreak of hostilities in the

Guif, all the group's markets, but particularly UK residential carpets, have shown a sharp

\$4.5m, reducing gearing to less than 20 per cent.

shares into a 5p ordinary and a 20p deferred share is also The announcement came as the company reported a pre-tax loss last year of £1.8m, com-pared with a profit of £2.8m, on turnover of £19.86m (£22.41m). An extraordinary loss of

to its 30-strong banking syndi-

These proposals were agreed between WPP, advised by Sam-uel Montagu, and a group of its larger banks led by JP Morgan.

The proposals are now being studied by the other banks.

The proposals are believed to include converting \$100m of uncommitted facilities into committed facilities and reduc-

ing WPP's minimum cove

nanted interest cover - the ratio of deht interest to operat-

ing earnings - from 2.8 to 2 times for 1991.

agreement on the restructuring with its banks by the end of

WPP bopes it will reach

\$4.15m related to disposals and discontinued businesses and

would be significantly lower

than last year's £1.7m pre-tax.

After dipping on the announcement, the shares yes-terday finished unchanged at

71p. Richards has manufacturing tufted

interests in spinning, tufted carpets, linen cloth, handker-chiefs, shirts, knitwear and

led to the dividend being passed. Losses per share we 4.51p (7.03p earnings).

Richards profit warning

#### FSM in talks with bankers...

By Clay Harris

Shares in Ford Sellar Morris-Properties fell by 9p to 30p. after the USM-traded property development and investment group said it had entered discussions with its bank lenders with a view to putting its borrowing facilities on a revised.

FSM aald hankers were "actively considering" its proposals to reduce gearing through phased disposals. Directors were not available. for comment, but the company said a "rescheduling" was being discussed. No debt-for-equity swap was on the table, it

A CONTROL OF THE CONT

odrane odrane

BINC P

 $I_{ij}$ 

.....

7

2

THE W.

: z

W 7

 $Q_{\mathcal{E}_{\mathcal{O}_{i,n}}}$ 

 $\mathcal{P}_{C, z_{i,2}}$ 

Day.

Marie ...

hand knitting yarn. Last October, it acquired the On October 31, FSM had net semi-worsted spinning plant of Coloroll, the home furnishing borrowings of £132m, compared with its current stock market value of £16.5m.

"Regrettably, due to an apparent misunderstanding on the part of the bank, the con-

legal advice. Midland's bead office said it had no knowledge

conglomerate which is negotia-ting to buy British & Common-

wealth Merchant Bank said it

was willing to extend last night's deadline hecause of

signs of movement on the UK

The talks had been stalled

when two UK clearing banks

offer for BCMB, which is in administration. Cukurova,

Total last year

5.7 3.85 7.7 1.375

7.7

1.8

#### of the transactions but would investigate on Monday. Mr Ian Kartan, chairman, said last night: "It wasn't discovered until suddenly a lot of D-Marks began turning up in the account." He disclosed that the disputed contract notes did

tion formed the contract.
He added: "The financial controller (who placed the instruction) signed it, didn't notice it but didn't send it killed in a road accident.

But Mr Karten said: "It is the chap could have told the bank to buy rather than sell.

#### (C\$361.2m) for operating profits of C\$44.4m (C\$44.1m). Consequently, profits for the aix months to end-March group which had gona into receivership. Here two plus two makes five, but elsewhere it can make six David Waller looks at different strokes for different folks in the world of international accountance

DDRESSING A conferenca of the world's leading accounting experts last week, Mr Hugh Collum, finance director of SmithKline Beecham and also chairman of the 100 Group of top UK finance directors, gave a graphic example of what he called the "global accounting muddle".

which is offering £25m for the "You might hesitate to bank, is asking other banks to roll over two-thirds of their invest in a company if you read in its accounts that it had deposits with BCMB to provide net negative shareholders' funds of £300m," be said. "On the other hand, you might well It with figuldity.

However, it is understood that contacts took place with shareholders' funds." and negotiations will continue The investment decision would be made more difficult if

these were not two different companies, hut just one. Rue-fully, Mr Collum acknowledged that it was his company, the one formed in 1989 from the marger between Beecham, a UK company, and SmithKline. a US corporation. The two, widely different

sets of figures - one prepared under US rules and the other under UK - are both to be found in the merged company's 1989 set of accounts. Furthermore, under US rules, the company'a net income last year was £90m, but under Britisb standards It was almost 50 per cent higher, at £130m.

"These absurdities arose because of a merger between a because of a merger between a standard setters

pany which was based on sound husiness sense," Mr Col-lum said. "Such wild variations in figures conspire to make our company suspect, not to say downright fisby, in the eyes of the international investment community.
"You will appreciate this when I say that our US-held

shares are currently trading at a discount of about 17 per cent on our London sbares; and on our London spaces; and principally because of market perceptions informed — or, should I say, misinformed — by contradictory accounting standards." Mr Collum's remarks were

timed to coincide with the meeting in London this week of the International Accounting Standards Committee, a body of some 40 accounting experts and financial analysts from 13 countries whose declared objective is to end the 'global accounting muddle".

he IASC was founded in 1973 by Lord Benson, the distinguished accountant, and over the years has worked to end differences between different countries accounting rules.

Its rules are not mandatory although they bave been

British and an American comin 70 countries are formally committed to making sure domestic standards comply with international ones. As the example of Smith

Kline shows, the discrepancies cause complications for those who manage international businesses, and to those whose job it is to make international In spite of the IASC's efforts,

it is still difficult to make sensible comparisons between two companies of the same size and in the same industry, but from different countries. This distorts investment decisions and restricts the flow of capital from country to country.
The IASC is currently

engaged in a long-term project to eliminate the "options" currently available under the IASC's 30 standards. The options arose out of a spirit of compromise when the

standards were first being negotiated. On any given issue - from goodwill to the recog-nition of foreign exchange gains and losses - companies were given the choice of a number of different accounting treatments. In practice, the options gave so much flexibility on the most sensitive accounting issues that international company accounts were not comparable at all. The aim now is to whittle away the



by a greater willingness to pro-vide information and by the flexibility of its rules. German accounting discloses less about the "economic reality" of a company and is subject to detailed and inflexible rules, often influenced by tax law. The reasons for the divide between the two systems are

Hugh Collum: fishy in the eyes of global investors?

The differences are particularly acute within the European Community, with Angio-American accounting at one end of the spectrum and Garman accounting at tha The former is characterised

profound, a function of different legal systems and different capital market structures. Senior officials at the Euro-bean Commission believe that varying accounting standards are a significant barrier to the effective implementation of the single market programme; as other barriers come down, the distortions created by accounting rules grow. The commission first promoted some basic harmonisation with its fourth and sev-

enth company law directives, adopted in 1978 and 1983 respectively. Last year it decided against issuing its own accounting standards and set up a forum to discuss how to bring the rules closer together. The forum held its first, inconclusive meeting in January this year, when the topics under discussion included foreign currency translation and government grants. In his speech last week, Mr

Collum was dismissive of the commission's approach, saying that it could lead to a "lowest common denominator' agreement on basic standards that would be of little use to large international businesses, espe-cially those that hridge the

Speaking on behalf of the 100 Group, Mr Collum called for "progress led hy the enlight-ened self-interest of the

accountancy and business com-munities". He said that the route to international harmonisation should be akin to the process whereby the Basla Committee has supervised a process which achieved agreed asset requirements and reserve ratios for the world's banks.

"It has not been done with-out a certain amount of blood-shed," Mr Collum conceded, "but it has been done. More to the point, it has been done without resort to legal regulation and in close co-operation with those involved. It has been achieved by a willing surauthority because such a surrender was clearly in the long-term interests of the financial community as a whole.

Such a process would, it has to be acknowledged, be good for SmithKline tion of the rules would make its accounts look less schizophrenic, it might just belp nar-row that 17 per cent gap between the price of the shares on either sides of the Atlantic.

## Apr 19 Dividends shown pen per share net except where otherwise stated. Equivalent after allong for scrip issue. 10n capital increased by rights and/or acquisit issues. §USM stock. Income shares. #Corrected. ##Total of 17.86 forecast. §\$Includes special dividend of 1.1p. #For 15 months. LONDH RECENT ISSUES EQUITIES Am'et Latest 1990/91 Paid Remont 1990/91 Up Date High Low 105 95 18 3975 130 45 FIXED ITEREST STOCKS Closing Price C F.P. RIGH OFFERS Latest Resturc Date Paid High TRADITIONADPTIONS bury, Ferranti, Hillsdown, Inia West, Oliver Res., Midland Spottleth Res., Next, Premier C., Ratners, Seatchi & Sast-chrafalgar House and Tuskar

n Share Service in Acsis, Cluebird Toys, Christies Intl., Chrysalls,

## Unigroup rises 34% to £0.71m

UNIGROUP, the manufacturer and distributor of timber and allied huilding products and textiles, lifted pre-tax profits 34 per cent from £527,000- to 2708,000 in the six months to December 31.

With the improved profitability, the group hopes to clear preference dividend arrears in the current year and continue normal payments thereafter. Turnover in the period was ahead at £11.09m (£10.27m) and earnings rose to 1.9p (1.39p) per share. This time there was no exceptional debit (£20,000), tax (£184,000), or extraordinary charge (£68,000).

Tor Inv Trust

The net asset value per income share of The Tor investment Trust stood at 133.7p at January 1, against 145.5p at January 31 1990. The net asset values of the capital shares were 963.5p and £12.32 respectively. Pre-tax profits rose to £988,000 (£922,000) and net reve-nue to £728,000 (£682,000) in the

six months to January I. Earn-

mes per income share were up

A first interim dividend on the income shares of 9.5p was paid on January 31; now a sec ond of the same amount has been declared. No interim has been declared on the capital shares, but the full dividend for the year will be paid in November.

Countyglen in loss

Losses at Countyglen, the Dublin-based property investor, for the six months to October 31 1990 were again I£49.000 (£45,000), although an exceptional credit of I£494,000 last

time produced a pre-tax profit of I£445,000. Turnover for the half year fell to I£52,000 (I£85,000) and loases per share emerged at I.5p (11.5p earnings). The company alao announced the sale of part of one of its properties for 1£620,000 cash.

Intrum Justitia Intrum Justitia, the European

of 1.8p (1p).

deht recovery agency, increased its pre-tax profit hy 79 per cent, from £4.84m to £8.65m, in 1990. Earnings worked through at 7.6p (5.4p) per share and the final dividend is 1.2p for a total

Lancs & London The net asset value of Lanca-sbire & London Investment Trust et December 31 1990 was It handled more than 2m cases for 40,000 clients, representing a substantial increase over 1989. The total value of February 27 the figure bed

debts being handled at the risen to 89.4p. Post-tax revenue for 1990 fell 10 per cent to £214,370 (£237,651) and earnings slipped

Laura Ashlev Laura Ashley, the garments

vear-end was £1bn.

**NEWS DIGEST** 

and home furnishings retailer, is selling the business and assets of its textile and wallpa per printing operations based in the Netherlands to a consortium led by Mr G Bonkestoter, director of Laura Ashley Manufacturing.
The consideration

F1 12.5m (£3.9m) comprises F1 10.5m cash and the balance in suhordinated loan, repayable over three years.

Waterman dives

Waterman Partnership Holdings, the consulting civil and structural engineer, has suffered from the recession and the Gulf crisis, and seen its pre-tax profit dive from £2.45m to £306,000 in the half-year ended December 3I 1990. ended December 31 1550.
Earnings per share were 1p (8.3p) and the interim dividend is cut to 1p (2.2p).
Work done fell to £6.22m

to 2.7p (3p) per abare. A main-tained final dividend of 1.9p bas been proposed, for an unchanged total of 2.9p.

Goodwin advances Goodwin, the metal foundry

and engineering group, contin-ued to advance in the second half and reported pre-tax profits at the year ended October 31 of £230,563 compared with £70,434 last time. The company said that capi-

tal expenditure in the oil industries, which it supplies, had been buoyant, and comple-tion of some long-term contracts together with cost con-trola, had rasulted in a reduction of bank horrowing.
Turnovar grew to £7.59m
(£6.13m). Tax took £80,697
(£24,652) leaving earnings per share of 2.08p (0.64p).

Unilever offshoot mbo Birds Eye Wall's, the Unilever frozen foods subsidiary, has sold the Leed-based Treats ice-cream business to managem

Wall's announced plans in January to close the factory, with the loss of 180 full-time jobs. After local protests, it accepted a buy-out offer. The price was not £14m and accounts for about 3 per cent by volume of the UK ice-cream market Lex Service sale

Lex Service is selling Jermyn, its

Frankfurt electronic component distributor, to Elbatex was some Dm9.5m (£3.3m). sco of Munich will now control Lex's electronic components activities in Germany.

IDV tequila deal

International Distillers and Vint-ners, the wine and spirits sector of Grand Metropolitan, has acquired a 45 per cent stake in Jose Cuervo, the oldest and largest producer of tequila in Mexico. The price has not been disclosed.

The deal is designed to

strengthen the longstanding rela-tionship between IDV, its US subsidiary, Heuhlein, and

Latin American IT Latin American Investment Trust, in which dealings began in July, reported a net asset value of 79.5 cents, or of 83 cents with warrants axercised, at December 31.

Net revenue in the period

from March 12 1990 to December 31 was \$499,000 (£262,000) and earnings worked through at 0.67 cents. There is no dividend.

Provident Price for Final Prices for Trading Tracker on \$2,03.81 on \$2,02.91 Property of the Control of the Contr

1/1297

res m) ost a ub-tes in

ed nd gs ed as

m

|עַלְלַלָּלֶלֶ

אַעעעע

| אלה | הלל

EX

\_eta-

eta.
will
ion,
een
the
nge
for
has
ion
not

gain a most The Control of

ter of the rate of the second of the second

ECON·MIC DIARY TODAY: onservative local governmet conference, Lon-

TOMORPW: Estonish and Latvian ripublics hold reference on iture independence. MONDA' Two-day EC generel affas council meeting opens, russsis. EC agriculture mislers start two-dey meetingn Brussels. Treasury publishs February figures for UK officil reserves. Two-day conference opens in London on undestanding the Bundesbank all its effect on the German ceital markets, and the Bank c Japan and its effect on thelapanese capital mar-kets: seakers include Mr Alt Maine: Bundesbankdirektor, Deutste Bundesbank, end Mr Tsuya Tamura, of the Bank / Japan. British Technolog Group briefing on bsg-gage econciliation end location.

TUE9AY: Fourth quarter compay liquidity survey from CSO Natural Environment Reserch Council launch 1991 corprsie pisn. Mr John Mejr, the Prime Minister, peys two-day visit to the Sovit Union, his first since takin office. Mr Christopher Choe, roads and traffic min-iste launches measures to old pedestriens.
WENESDAY: European Centreor Public Affairs three-day

seinar opens on influencin desions in Europe, at Wistor Hose, Sussex. December fig-urs for overseas travel and torism from CSO. January sysnce energy stalistics from Department of Energy. pment, earnings, prices and ner indicators published in imployment Gazette. Confed-cation of British Industry old monthly meeting. **HURSDAY:** Depertment of

ne Environment publishes igures for January housing tarts and completions; and ourlh quarter figures for nouse renovations. Two-day conference opens, convened by the Royal institute of inter-national Affairs, on the Urudon Ribble Vellsy by election. Electoral Reform Society Isunch Democracy 2000 cam-

paign.
FRIDAY: Fourth querter fig-ures for construction output from Department of the Envi-

_	The Financial Times Ltd 1990. Compiled by the Financial Times Ltd in conjunction with the institute of Actuaries and the Faculty of Actuaries														
Ţ	ne Financial Times Lt	d 1990	3. Con	nolled	by the	Floor	edal T	lmer I	td In C	on lunci	lon wi	th the Institut	e of Activaries	and the Court	
EC	UITY GROUPS			بياروا	Dy Lile	FIIIA	nțiai i	Thu	Wed	Tue	Year	di die institut	E UI MEMATICS	and the Facult	y of Actuaries
		ŀ	Frida	y Ma	rch 1	1991	L	Feb	Feb	Feb	200	1	Highs and	Lows Index	
2	SUB-SECTIONS	<del> </del> -					·	28	27_	26	(approx)	<b></b>			
	- 1	(	1	Est. Earning	Eross No.	Est. P/E	26 20].	(	(	ĺ	[		_	Sir	
nW)	ires in parentheses show her of stocks per section	Index	Day's	Yield %	Yleid%	Ratio	1991	Index	Index	ladex	index		0/91		iztios
-		No.	Change	(Max.)	(Act at (25%)	(Net)	to date	No.	No.	No.	No.	High	Low	High	Low
ᅰ	CAPITAL GOODS (187)	848.11	+0.8	12.69		9.59	0.85	841.79	623.83	812.35	R50.12	960.80 4 /1 /90	659 63 2410 100	1038.07 16/7 /87	50 TL 120274
41	5 Uliding Materials (24)	1154 04	119	12.35					1132.98				812.99 20/9 /90	1381.08 16/7 /87	50.71 13/12/74 44.27 11/12/74
-211	VOREZGEZINE. Condination (3) i	パタラオ ラッ	1 .1 .	13.02		9.96		1358.79	1308.93	1283.69	1410.05	1621.44 4 /1 /90	] 993.11 24 <i>1</i> 9 <i>1</i> 90	1951 50 1617 1871	71.48 2 /12/74
5	Electricals (10) Electronies (26)	2337.32	+1.2	12.08		10.13						2751.15 4 /1 /90	1762.48 2 /11/90	3040.80 B /9 /89	84.71 25/6 /62
O);	ENGINEETING-ACOSCASCA fish i	1 222 22	+0.1	8.91 16.48	5.04 5.61	14.93 7.31	0.86		1752.71 431.74		420,66	2044.72 9  1  90   502.42 13/6  90	1478.08 16/1 /91 380.48 16/1 /91	2308.22 19/5 /89	1229.01 8 /10/85
411	LINGHICETING-General (47)	130 EO		13.79	5.02 5.02		1,15	423.67	415.98	411.23		505.10 15/6 /90		502.42 13/6 /90 505.10 15/6 /90	380.48 16/1 /91 339.57 23/1 /91
8	Metals and Metal Forming (B)			19.20			0.00					515.57 4 /1 /90		596.67 9 /10/87	49 65 6 /1 /75
LOIG	Motors (13) Other Industrial Materials (20)	343.78	+2.4	14.49	6.97	8.04	0.00				350.29	403.90 4 /1 /90		411.42 13/10/87	19.91 6 /1 /75
etli	JUNGUMER GROUP (197). J	1352 07		11.37 B.95	5.48 3.88	10.17 13.87	0.71 3.44	1486,09	),446,82 ),335,49	1425,04	1335.46	1774.64 3  1 190 1357.03 3  1 190	1103.89 1 /11/90	1881_53 18/8 /89	277 55 15/1 (8)
	Drewers and Distillers (22)	1701 11		9.42	3.67	13.08			1684.55				1121.42 24/9 /90 1369.31 6 /3 /90		61.41 13/12/74 69.47 13/12/74
ررحا	roog Manufacturing (26)	1130 60		10.18	4.31	12.10	1,69	1136.50	1129.18	1125.82	1055.66	1184.41 3 /1 /90	959.38 24/9 /90	1220.42 4 /9 /89	59,67 11/12/74
	Food Retailing (16)	2489.90	+0.2	8.50	3.11	15.39			2491.52			2617.14 27/7 /90			54.25 11/12/74
	Health and Household (21) Hotels and Leisure (22)	2901.94	1-0.1	6.28	2.72				2816.65				2166.10 24/8 /90	2904,73 28/2 /91	175.38 28/5 /80
ZU] I	Media (25)	1344 04	+1.1	10.39 10.86	5.22 5.11	11.43 11.63			1283.97 1321.58		0.00	1/1/.22 9 /1 /90 1344.96 1 /3 /91	1066.91 25/1 /91 1166.91 16/1 /91	1845.77 B 173 P91	54.83 9 J1 J75 1166.91 1671 A91
2411	Packaging & Pager (11)	1 EGG 27	-0.7	8.77	5.74		0.30		601.39			625.01 17/7 /90	470.91 28/9 /90		43.46 6 /1 /75
~ :	Stores (34)	870.04	7	9.76	4.20	13.33	1.76	871.33	870.11	858.82	773.55	871.33 28/2 /91	690.43 27/4 /90	1160.58 29/7 /87	52.63 6 /1 //5
10	Textiles (11) DTHER GROUPS (111)	467.13	+1.4	12.30	7.58		0.65					554.37 4 /1 /90	388.59 24/9 /90		62.66 11/12/74
11	Business Services (12)	1070 14	+0.4 +0.1	10.98 11.68	5.21 5.04	11.07 10.41			1132.13 1070.71			1233.52 3 /1 /90 1070.71 27/2 /91		1233.52 3 /1 /90 1070.71 27/2 /91	58.63 6 /1 /75 892.28 1 /2 /91
7211	Linemicais (71)	1770 00	-11	9.92	5.A1	12.76						1335.87 14/6 /90	940.57 24/9 /90	1545.46 5 /10/87	71.20 1 /2/74
43 (	Conglomerates (1.1)	1526,80	+0.1	11.18	6,75	10.67	6.83	1525.14	1503.03	1477.12	1587.29	1722.31 14/6 /90	1200.88 12/11/90	1819.46 11/8 /89	975 19 10/11/87
	Conglomerates (11) Transport (15) Electricity (12)	2162.53	+0.4	12.09	4.71	10.20							1730.87 23/1 /91		90.80 29/6 /62
46	Telephone Networks(3)	1264 91	40.6	10.% 10.33	6.26 3.91	11.01 12.59			1126.68			1151.21 18/2 /91 1294.21 1 /3 /91	994.96 7 /1 /91 1017.41 26/9 /90		994.96 7 /1 /91 517.92 30/11/84
47 I I	Water(10)	2441.45	10.0	13.89	5.74	8.05						2474.59 5 /2 /91	1825.20 1 /5 /90		1820.20 1 /5 /90
18	Miscellaneous (27)	1810,66	+0.3	10.46	5.00	11.12							1445.37 24/9 /90	2087 06 11/7 /89	60.39 6 /7 /75
49 1	NDUSTRIAL GROUP (480)	1170.43	+0.3	10.39	4.68	11.80	2.47	1166.78	1150.67	1141.66	1121.62	1234.94 3 /1 /90	950.55 24/9 /90	1273.71 5 19 189	59.01 13/12/74
		2346.22	+0.2	11.04	5.65	11.86	34,91	2340.82	2308.88	2255.86	2361.15	2528.70 3 /8 /90	2101.45 21/1 /91	2528.70 3 /8 /90	87.23 29/5 /62
	500 5 HARE INDEX (500).		+0,3	10.47	4.81	11,81	4.88	1265.57	1248.13	1235.79	1224.41	1338.65 3 /1 /90	1068.52 28/9 /90	1369.88 16[7  87	63.49 13/12/74
Z)	FINANCIAL GROUP (98)	802.00		•	6,02	-	2.87	795.63			800.88	869.67 3 /1 /90	621.68 24/9 /90	896.67 13/10/87	55.88 13/12/74
	Banks (9) nsurance (Life) (7)	876.45 1456.89	+1,6	17.78	6,80 5,27	7.35	3.83 0.00	862.34	850.13	827.95 1446.71		918,30 2 /2 /90	650.43 24/9 /90	918.30 2 /2 /90	62.44 12/12/74
	Astrance (Composite) (6)		+0.8	_ :	6.21	_ 1	0.00	690.68			648.99	1519.19 29/6 /90 763.09 2 /1 /90	1220.17 1 /5 /90 526.46 24/9 /90	1519.19 29/6 /90 768.11 29/12/89	44 85 2 /1 /75 43.96 13/12/74
57[1	nsurance (Brokers) (8) I	1062.50	+0.9	6.96	6.07	18.82	7,94	1052.82	1057.14	1045.98	1060.56	1194.74 4 /1 /90	757.70 24/9 /90	1399.56 17/7 /87	65.86 16/12/74
	Merchant Banks (7)		-0.7	-	5.05		0.00	406.59			486.50	502.02 8 /2 /90	319.38 24/9 /90	547.59 12/10/87	31.21 7 /1 /75
	Property (41)	1027.76 276.10	+0.2 +0.6	6.46 9.09	4.57 6.53	21.19	1.26 2.30	274.32	1014.96 272.63		1104.39 314.84	1242.53 4 /1 /90 350.59 4 /1 /90	834.72 24/9 /90 233.78 1 /20/90		56.01 20/4 /65 33.29 17/12/74
_		1146.33	+0.9		3.56	-			1117,14			1323.81 4 /1 /90		1323.81 4 /1 /90	71.12 13/12/74
	ALL-SHARE INDEX (667)		+0,4	-	4.95	-			1134.70			1226.83 3 /1 /90	962.09 24/9 /90		61.92 13/12/74
7		Index	Day's	Day's	Day's	Feb	Feb	Feb	Feb	Feb	Year				
		No.		High (a)		28	27	26	25	22	ago				
i	T-SE 168 SHARE IRBEXA	2386.9	+6.0	2388.5	236R.4	2380.9	2348.0	2322.2	2335.5	2314.3	2254.8	2463.7 3 /1 /90	1990.2 28/9 /90	2463.7 3 /1 /90	986.9 23/7 /84

FD	FIXED INTEREST  AVERAGE GROSS REDEMPTION YIELDS						AVERAGE GROSS REDEMPTION YIELDS	Fri Mar	Thu Feb	Year ago	1990	/91
PRICE INDICES	Fri Mar 1	Day's change %	Thu Feb 28	Accrued Interest		1 2	Eritich Government Low 5 years	9.77	9.31 9.67	11.18 10.89	12.36 2 /5 /90 11.94 30/4 /90	9.23 19/2 /91 9.46 19/2 /91
British Government 1 Up to 5 years (28) 2 5-15 years (31) 3 Over 15 years (8) 4 Irredemables (6) 5 All stocks (73)	130.91 138.48 153.08	-0.39 -0.46 -0.35	121.11 131.42 140.29 153.96 130.56	2.08 1.81 1.94 2.24 1.94	1.70 2.69 2.24 1.50 2.32	4 5 6 7 8	Mediant   5 years   15 years   15 years   16%   10%   25 years   16%	10.29 10.12 10.04 10.44	9.83 10.19 10.05 9.98 10.35 10.20 10.10 9.98	10.78 12.47 11.33 10.90 12.59 11.56 11.07 10.76	11.85 30/4 /90 13.58 2 /5 /90 12.45 Z7/4 /90 11.98 27/4 /90 13.67 2 /5 /90 12.76 Z7/4 /90 12.27 27/4 /90 11.83 30/4 /90	9.52 2 (1 /90 10.04 20/2 /91 9.84 14/2 /91 9.65 2 (1 /90 10.20 19/2 /91 9.98 14/2 /91 9.78 2 (1 /90 9.66 4 (1 /90
Index-Linked b Up to 5 years (2) 7 Over 5 years (10) 8 All stocks (12)	158.48 144.58	+0.06		0.25 0.57 0.55	1.03 0.89 0.90	12 13 14	Index-Linked Inflation rate 5% Up to 5yrs. Inflation rate 10% Up to 5 yrs. Inflation rate 10% Up to 5 yrs. Over 5 yrs. Sels 4. 5 years	3.72 4.16 2.29 3.97	3.68 4.16 2.24 3.97	4.47 3.97 3.53 3.80	5.48 20/7 /90 4.43 17/10/90 4.37 9 /7 /90 4.23 17/10/90	3.46 5 /10/90 3.60 4 /1 /90 2.13 21/2 /91 3.43 4 /1 /90 11.90 20/2 /91
Belis & Lucius (54)	110.04	+0.14	109.89	2.30	1.67		Leans 15 years 25 years	11.64	11.67	12.96 12.96	14.48 26/4 /90 13.89 4 /5 /90	11.64 1 /3 /91

(h) 8.43am	•		
Equity section or group Business Services	Base data 31/12/90 31/12/90	999.65 999.65	Tel
Electricity	31/12/90 29/12/89	1228.68 486.00	Oth
Engineering - General	29/12/89 29/12/89 31/12/86	486.00 1968.45 1114.07	Oti Ind Oti
† Flat yield. A list of constitu	ments is avail.	able from the	Publi

LONDON TRADED OPTIONS

CONTRACTED BUSINESS SERVICES

FT SURVEYS

BUSINESS SOFTWARE

Business software advertising appears every Saturday in the WEEKEND FT.

For advertisement details please telephone Mark Hall Smith on 071-407 5752

FOR AMERICAN EXPRESS CARDMEMBERS



#### **American Express** High Performance Cheque Account\*

With effect from 6th Maich, 1991 the rates of interest applicable to American Express ligh Performance Cheque Accounts for interest payable oner after 6th April, 1991 will be changed to the rates detailed blow, and the Terms and Conditions applicable to sich accounts will be so varied.

\* NEW RATES

BALANCE	NET46	NETCARL%	GROSS %	GROSS CARRY
£25,000 and above	9,60	10.03	12.80	13.68
£10,000-£24,999.99	9.30	9.71	12.40	13.13
£5,000-£9,999.99		.9.22	11.80	12.46
£1,000-£4,999.99	8.70		11.60	12.24

For full details of the Amrican Express High Performance Cheque Account call America Express Financial Services Limited on **₽** 0444 230 230

Trom the terms after.

\*Geous Rese is the contractal rate, without deduction for broome tax at its factor and the paid per could be paid uncrount at the basic nate and may only be paid per receipt from son-tax payers, registration in the form required by the lat receipt from son-tax payers who receive investment of tax at the basic rate way be able to part of this for from the Inlandswetter.

If an Account is closed or levest paid prior to April 6th, 1991, interest will make of "to bet 93.65.67.9.25.05.75 bes. G.A.R. 10.45:10.11:9.60-9.42 (after Composite Rate Tax), Amps so deduced is not repayable to non-taxpay the form Assertantportes Basic Ltd., 60 Reckinghan Painer, R. Strive GER, incorposated wit limited liability in the State of Connecticat, U.

#### INTRNATIONAL STEEL

The FT process to publish this survey on March 27th 1991.
It will beef particular interest to key decision It will be f particular interest to key decision makers in the engineering, car manufacturing, consume durables, construction, civil engineerin and shipbuilding industries who are regular f readers. If you want to reach this importantudience, call Anthony Hayes on 021 454 0922r fax 021 455 0869.

FT SURVEYS

## **FT-CITY COURSE**

LONDON

8 April - 28 May 1991 Arranged by the FINANCIAL TIMES and

#### CITY UNIVERSITY **BUSINESS SCHOOL**

The FT-City Course comprises eight weekly afternoon sessions, starting on 8 April 1991.

This training course provides a valuable opportunity to learn from established experts about the main activities and changes taking place in the City.

The following organisations will be amongst those giving presentations:

**ANZ Grindlays Bank Association of British Insurers** Bank of England

Barclays de Zoete Wedd Capital **Markets Limited** The Building Societies Association

**Chartered WestLB Limited** 

Citibank NA **Deutsche Bank Capital Markets Limited** 

LIFFE Lloyds Trade and Project Finance Limited **NCL Investments Limited** 

**Quilter Goodison Company Limited** Securities & Investments Board Scandinavian Bank Group

The Union Discount Company of London plc 3i plc (Investors in Industry)

Standard Chartered Bank

For further information, please send this advertisement, together with your business card, to:

Financial Times Conference Organisation 126 Jermyn Street, London, SW1Y 4UJ, UK

Telephone: 071-925 2323 Fax: 071-925 2125 Telex: 27347 FTCONF G

# **EUROPEAN AND GLOBAL** YOUR KEYS TO SUCCESS.



# **FULL-TIME MBA EAP PARIS**

For further information contact Rachel Thomas **EAP PARIS** MBA Admissions Office 108, bd Malesherbes, 75017 Paris Tél.: (1) 47 54 65 00 Fax: (1) 42 67 46 19

EAP OXFORD 12, Merton Street, Oxford OX1 4JH Tel.: (0865) 72-45-45 Fax: (0865) 251960

EAP BERLIN Europa-Center, Breitscheidplatz, 1000 Berlin 30 Tel.: (030) 254-80-20 Fax: (030) 25480231

**EAP MADRID** c/Serrano 191, 28002 Madrid Tel::(1) 564-64-28 Fax:(1) 564-64-18 Most MBAs focus on general management while a few specialize in international management.

The EAP full-time MBA focusses on an additional perspective: European business in an international

The EAP full-time MBA prepares you for a European and international management career by offering a genuine framework for developing cross-border skills and perspectives:

- International faculty members
- International student body
- Europe-oriented curriculum
- European project work

With educational centers in France, the UK, Germany and Spain, EAP has transnational competence for European and international business. Since 1973.

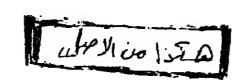
The one-year full-time MBA is offered in Paris in English for internationally-minded men and women: ■ who possess at least three years of business experience

who, in the future, will implement the European and international strategies of their companies ■ who, unhindered by borders, can think and act in a European and global context.

If you have the outlook and ambition to excel in a European and international career, EAP offers you the keys to your success.

EAP Oxford and EAP Madrid offer part-time MBA programs.

CHAMBRE DE COMMERCE ET D'INDUSTRIE DE PARIS



THE NETTER THE NETER THE NETTER T

minco

UNION BANK of Switzerland (UBS) yesterday reported a 13.5 per cent fall in net earnings to SFr780m (\$591m) in 1990, hut proposed an unchanged divi-

For the first time the bank, the higgest in Switzerland, published consolidated figures in line with directives to European Community banks. Group net earnings at SF1897m were down 9.3 per cent compared

with 1989.
Disclosing previously hidden reserves, the group showed reserves of SFr14.3bn, providing share capital and reserves SFr17.8bn against total liabilitles of SFr234bn.

The capital ratio of 7.3 per cent gave UBS "a leading position" among banks that operate on a global basis, Mr Stu-

der, president, said Provisions of SFr7.6bn took "very ade-quate account" of the bank's overall risk exposure.
UBS's 1990 results were bet-

ter than forecast by Mr Studer at the end of October, when he oaw a decline in cash flow "closer to 20 per cent than 10". In the event group cash flow narrowed by 13.6 per cent to SFr2.2bn. The parent bank'o cash flow at SFr1.56bn was down by 11.2 per cent; the decline would have been about decline would have been about
13 per cent but for Federal
Banking Commission changes
in accounting for reserves.
For the parent bank the year

was marked by the inverted interest rate structure prevailing in Switzerland and difficult conditions on the securities

was virtually unchanged at SF1.78bn but net commission come tumbled by 6.4 per cent to SFt1.7bn.

After a sharp drop from August onwards, earnings recovered towards the end of the year. In the first two months of this year results had been in line with a 1991 budget based on the bank's good 1989 performance, Mr Studer said. In view of this more positive outlook UBS planned to pay unchanged dividends of SF1135 per bearer share, SFr27 per registered share and SFr5.40 per participation certificate.

• UBS Phillips & Drew, the hank's London-based investment hanking operation, almost broke even last year, according to bank officials. No

## Heineken up 12.4% at Fl 365.7m

HEINEKEN, the Dutch brewer said 1990 net profit rose by 12.4 per cent to F1 365.7m (\$215.1m) on turnover up 5 per cent at The turnover increase reflected a variety of factors -

a rice in volume sales in Europe and on export markets, higher celling prices, and favourable currency move-ments, especially in the case of

Ments, especially in the case of African subsidiaries. Heineken, which did not make a profit forecast for 1991 or give a geographical break-down of 1990 sales, said it would pay an unchanged cash dividend of Fl 3.50. Costs were up 4.8 per cent at

Fl 7.6bn last year, mainly due to the increased cost of raw materials and packaging and third-party transport. Person-nel costs showed only a limited

Swiss textile machinery manu-facturer which has an annual

turnover of SFr1.8bn (\$1.35bn),

writes William Dullforce. No price was announced but

the current stock market value

of the shares is just over

had been hought in two tranches in agreement with the Rieter hoard. He was not seek-

ing a larger stake for the time

being.
The Saurer group has a tex-

tile machinery division with

annual sales of around SFr350m whose products com-plemented Rieter's spinning

machines, Mr Tettamanti sald.

Mr Tettamanti said the stock

SAN MIGUEL, the brewing based group and the largest industrial company in the Philippines, yesterday reported a fall in net profits to 1.8bn pesos (\$65m) for 1990, from 2.4bn pesos in 1969. Sales rose to 43.5bn pesos from 36.7bn pesos. The company said it was boosted by a surge in sales of coconut oil and frozen shrimps in the fourth quarter, but that profits were hit by higher interest charges and lower non-recurring income after tax.

rise, the company said, without giving figures.

Operating profit rose by 7 per cent to F1 612.5m, well below the 12 per cent increase posted at the level of net profit. Heineken attributed the difference to developments at El Aguila, its 51.2 per cent-owned Spanish operating company which posted an unspecified loss due to narrowing margins and higher personnel costs associated with its reorganisa-

The Spanish loss weighed fully on Heineken's operating profit, but the loss was shared with third-party ehareholders in El Aguila at the level of net profit.

Another reason for the higher rate of growth in net profit than in operating profit was a decline in interest payments last year. More details of Heineken's

1990 performance are expected on March 27, when it is due to

#### Aegon lifts bar against Saurer takes stake in Rieter Nat-Ned, NMB merger SAURER, Swiss parent company for Mr Tito Tettamanti, has bought 6.7 per cent of the capital and 5 per cent of the voting rights in Rieter, the

By Ronald van de Krol

AEGON, the Dutch insurance group, has given up its opposition to the merger between its chief rival, Nationale-Nederlanden, and NMB Postbank, virtually guaranteeing that the link-up will now go ahead. After weeks of trying to block the merger, Aegon yes-terday tendered its Nat-Ned - representing more than 10 per cent of Nat-Ned's capital - for shares in the new

Internationale Nederlanden. The share swap offer, which Aegon and other Dutch institutional investors had described as being unfair to Nat-Ned chareholders, expired yesterday at 3 pm. In line with usual Dutch practice, the Amsterdam

banking-to-insurance group,

bourse suspended trading in both Nat-Ned and NMB Postbank as soon as the offer deadline ran ont.

Nat-Ned, the largest Dutch insurer, and NMB Postbank, the country's third-higgest bank, are expected to announce the total number of acceptances on Monday or esday. The offer will be declared unconditional if more than 90 per cent of shares are tendered, but the merger may go shead even if the partners win acceptances of only 51 per

Aegon's capitulation is significant because the company was Nat-Ned's single biggest most vocal critic.

POTATOES - Luxdon POX

umover 70 (84) lots of 40 tonnes.

#### **Porsche** profits hit by fall in exports

By Andrew Fisher in Frankfurt

PORSCHE, the German manufacturer of sports cars, yesterday announced a drop in pre-tax profits for the first half of 1990-91 following a drop in

export business.
The company, which has been recovering from a slump in sales and profits as a result of the US stock market crash of 1967 and the weak dollar, said the pre-tax result was down by 13 per cent to DM65m (\$50m) in the six months ended January 1991.
Profits were affected by

adverse currency movements, especially the low dollar, rising costs, and the switch in production of the four-cylinder 944 model from the Neckarsulm plant of Andi, part of Volkswagen, to Porsche's plant in Zuffenhausen.

Porsche said it expected the domestic market, as well as those in western Europe and Japan, to be flat in the next few months. In the US, the weak market is being aggravated by the new luxury car tax. Sales in the UK, np sharply in recent years, are suffering from the recession. For the full year, Porsche expected a alight drop in reve-nues, but "a satisfactory result overail". In the first half, turnover edged up by 1 per cent to DM1.47bn.

However, there was a big difference between the trend at home, with a 25 per ceut jump in sales to DM528m, and in foreign markets, with an 8.5 per cent decline to DM950m. Thus the export share of turn-over fell from 71 per cent to 64

Unit sales were down by 8 per cent to 14,080 cars, as production of the 944 car was shifted. Sales from Porsche's own production rose by 600 to 10,973 cars, while the switch of the 944 series led to a shortfall of 1,880 cars of this type. Porsche raised investments and employment during the period. Capital spending was 16 per cent higher at DM88m, while labour rose 6 per cent to

#### Harnischfeger buys into Polish group

8,700 people.

HARNISCHFEGER Industries of the US has bought 80 per cent of a Polish factory, becoming the first foreign investor to take control of a state company in Poland, Reuter reports from Warsaw. The US group paid \$7m for its stake in the Fampa factory, the higgest manufacturer of paper-producing machines in central Europe. Fampa's turn-over was 150km zlotys (\$15.8m) in 1990.

Cesh 1540-2 3 months 1570-1

Leed (2 per tome Gesh 313-5 3 months 324-5

Mickel (5 per tonne

Tin (\$ per tonne)

# Benettons cover the sports scene

Haig Simonian surveys the Italian clothing group's expansion plans

fter revolutionising the A marketing for casual clothes, is Italy's Benetton family about to perform the same tricks with sports

The instrument this time is not Benettoo itself, hut Nordica Sportsystem, the Italian ski boot maker in which the Benetions bought a 70 per cent stake in May 1989 through Edi-zione Holding, their ultimate family holding company.

Sloce then, Nordica has made a clutch of acquisitions covering not just the skiing seasoo, but the entire sporting

Maoy of the companies bought are small, opecialist producers based in the same regioo of north-east Italy which the Benettons themselves know best. But others represent famous brands from well outside Italy's immediate oonlines as part of a policy aimed at building up a squadroo of top hrand names. Expansion pushed off et Nor

dica itself, where the introductioo last year of a wide variety of ski-related clothing has helped to raise annual sales hy 7 per cent to around L300bn (\$263m) last year. The increase has come

despite the appreciation of the lira, notably against the dollar and the yen. That has depressed the lira value of sales in the US and Japan, the two markets which account for 30 per ceot and 40 per cent of Nordica'e turnover respec-

Since mid-1990, five take-overs have followed. They include Asolo, an Italian maker of climbing and hiking boots, Modasolaris, a manufacturer of sports-related sunglasses, and Prince, the US sports group best known for its innovative

Matters went further last month, with Nordica's long-

awaited purchase of a leading ski-maker. Its choice, the Austrian Kāstle hrand, is the world's ninth biggest producer, with an output of some 280,000

pairs of skis last year. The target is to raise production to 400,000 pairs in the next couple years to "become one of the top five producers," says Mr Silvano Storer, Nordica's chief a reputation for innovation, it operates in a hazardons business. The market is highly dependent on snow conditions and is very seasonal. Moreover, total sales worldwide are executive.

with skilng and tennis now in the bag, attention is shifting the acquisition process gathers pace. As the former director general of Stefanel, the Italian clothing group whose marketing skills are a skills are a match for

Benetton's own, he was an obvi-ous choice to

spearhead Nor-dica's expansion after the Benettone moved in.

But while
happy to talk Nordica operates in a highly hazardous market about acquisi-tions, Mr Storer is noticeably the company is well recognised both as a maker of many types

more cagey about the possible future retailing strategy for the clutch of leading brands that is now being assembled under Nordica's lead.
"The Benetton family feels that the next 20 years will be the years of eport. We will have more free time, and more money, meaning that we will have more sport too," he says. That emphasis reflects the

Benetions' own genuine interest in sport, and the commercial fruits they have reaped in sponsoring a wide range of

activities, including Formula 1 motor racing internationally and basketball, volleyball and

and basketoan, voneyban and rugby in Italy. Although Nordica is the world's biggest eki boot maker, with a strong hrand name and a reputation for innovation, it

worth no more than \$2.5bn, Mr first leg of the Benettons

ing up a portfo-lio of leading brands in order to offer a range of goods from January 1 to December 31". The most mportant development came with last

strategy has involved hulld-

October's pur-chase of a majority stake in Prince. With

of racquets, and for the sticks which it sells to other manufacturers to turn into golf

Golf is probably the sport at the top of the Benettons' acquisition list at present. Having teed off last month with the \$1.5m purchase by Prince of American Ball, a small golf ball maker, the group probably still has some way to go to complete its course.

Meanwhile, expansion into other sports is now more likely

through organic gryth, Mr Storer implies. Sneakers and spot shoes could be one area of nterest, with the possibility syner-gies between Asolo, with sells its boots all over the world, and Divarese, the Italia shoe manufacturer boughtly the Benetions in 1982. Togeler the two could enter the racin the huge market currentlylomi-nated by international smes

like Nike and Adidas. Ithough Mr Ster is certain that ti ski goods husiness; set for further contraction with "the stronger becoming fronger and the weaker clang", one of the main problem Nordice has encountered I its dica has encountered its negotiations with virtally every ski manufacturer i the business has been price. That was also the obscle that floored its takeov of

Look, the small French nd-ings manufacturer owne by Mr Bernard Tapie. Whilehe Italians offered Libbn to Lbn, the asking price was neer L50bn, Mr Storer says.

Plans for selling addistributing the brands beg bought are less clear. Mariting and distribution practis in the sports goods indusy are "very old" compared where the clothes business, Mr Storester.

There is considerable so for changing marketing pra-tices. Research shows th some 55 per cent of all co sumer choices of sports equi ment is based on advice from the shopkeeper — a far highe proportion than in most other retailing activities.

Retailing analysts will not be surprised to see the gradual introduction of epecial "corners" in department stores, as Italy's most innovative market ing family gradually explores its new sporting trail.

## EC to inquire into Bosch and Varta battery merger

By Andrew Fisher

THE proposed car battery and Varta, both based in Ger-many, which is aimed at creating a company with a turnover of around DM900m (\$600m) and 4,400 employees, will be inves-tigated by the European Com-

The two companies have a combined market share in this sector of around 20 per cent. The aim behind the venture is to create an operation which can compete more effectively in an increasingly tough market and save on costs of development and of meeting environmental standards.

Bosch said the Commission was making the investigation because the turnover of the parent companies exceeded the

314/313

WORLD COMMODITIES PRICES

1546-8 1578-7

threshold at which such a move was triggered. The Commission can reject deals which it feels raise competitive objec-

Varta and Bosch said when announcing the deal that they would apply to Brussels for clearance. The Commission has to pass the deal within a month or continue its investi-gation if it believes that the merger of the two companies starter battery activities could dominate the market.

Recently, it began a full-scale enquiry into a proposed battery merger between CEAC, part of Alcatel Alsthom of France, and Magneti Marelli, owned by Fiat, arguing that this could give them too much of the French market.

15.679 lots

96,303 lots

13.544 Jobs

13,513 lots

1,485 lots

## Revlon junk bonds rise on news of possible sale

By Karen Zagor in New York

MR RONALD Perelman, the New York financier whose debt is estimated at more than \$3bn, is understood to be discussing the sale of all or part of his Revion cosmetics and health care empire which he acquired in a \$1.83bn hostile takeover in 1985, financed partly through high yield junk bonds.

Revion's junk bonds have traded at a discount of as much as 50 per cent of face value amid concern that the company might have trouble meeting its debt repayments, but speculation that part of the business might be sold sent Revion's 11.75 per cent senior notes climbing to 88 per cent earlier this week, close to their 52-week high of 93% per cent. The euphoria started to ebb

yesterday, however, and the bonds slid to 87 per cent at mid-day. Bankers confirmed that dis-

cussions about a possible sale were taking place but declined to name possible suitors. There, was market specula-tion that France's L'Oréal and

the Anglo-Dutch group Unilever, the two biggest players in the global beauty and cosmetics industry, might be interested. Procter & Gamble, the US consumer products group, night also be interested in part of Revion. L'Oreil, which would not

comment on any possible transactions, suggested that Mr Pereinan might be trying to talk ut the price of the company.

**原**:

## WEEKLY PRICE Change Year on week ago Latest prices Low 1890/91 Gold per troy oz. Silver Per troy oz. Aluminium 99.7% (cash Copper Grade A (cash) Lead(cash) Nickei (cash) Zinc SHG (cash) Tin (cash) Cocoa Futures (May) Collee Futures (May) Barley Futures (May) Barley Futures (May) Cotton Outlook A (ndeo Wool (64s Super) Oli (Brent Blend) Per tonne unless otherwise 323.50p \$2227.5 £1796.0 £790 \$11375 \$1889 \$7020 £967 £757 \$366.4 £120.45 £131.00 92.70c \$39.175

**London Markets** \$211-213 +1.80 +2.00 +1.85 +0.70 -8 -0.03 -1.0 -0.25° + 5.00° + 2.09° -7.0 + 1.5 -2.5

18.68 17.85 17.35 17.00 180.75 176.00 169.60 165.50 166.00 160.00 181.60 156.00 162.00 160.00

SOVANISAL -- London POX Close Previous High/Low 1835 1615 1465 1447 1155 1146 1240 1704 128.00 127.00 131.20 130.10 133.10 132.05 110.30 113.60 113.36 117.25 120.26 126.50 129.95 131.20 110.00 113.10 116.50 119.85 120.20 118.80 111.25 110.65 120.20 110.00 111,25 113.5 Prev. 157,81 159,38 156,60 159,10 156,10 150,00 156,10 159,20 187,80 159,40

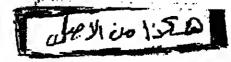
124.2 125.4 124.5 123.0

LONDON BUILLION BLARKET (Prices supplied by N.M.Rothe US cas equiv 197.60 203.70 209.15 219.56 375.50 381.70 387.80 400.50 £ equivalent 388.00-388.00 193.30-193.80 378.50-379.50 198.80-199.30 n 89.00-90.00 46.75-47.25 30 70 130

**New York** Close Previous High/Low Close Previous High/Los 406.4 410.9 415.2 418.8 423.8 377.3 379.3 351.8 385.5 391.3 385.5 390.7 405.6 410.0 418.8 372.9 374.8 377.3 382.0 386.8 383.9 395.3 401.3 408.4 411.6 173,70 112,20 110,00 110,00 106,95 106,20 107,46 108,75 106,20 106,55

18.85 18.47 18.20 18.07 18.05 18.15 18.35 5822 8100 5030 5040 5175 5375 5475 5505 5205 5065 5110 5250 5425 5550 Close Previous High/Low 9.18 8.78 8.86 6.95 8.82 6.96 8.75 May Jul Oct Mar May Jul Jul 56.20 88.40 86.60 73.05 68.25 69.50 Feb 26 Feb 27 mnth ago yr ago

SOYABEANS 5,000 fu min; cents/60th bushel 259/0 278/6 289/0 297/4 318/6 318/0 LIVE CATTLE 40,000 lbc High/Low 80.22 77.07 74.87 75.00 75.80 75.70 78.10 63.95 64.12 63.30 01.30 68.00 59.00



11.000.000 umales. 113.00 Mg 14 14 16 Mg Mg 18.00 Mg 18.0

| Carlo | Carl

us nd its ng

.nd

in.

eta.
will
ion,
een
the
nge
for
has
ionnot
for
po-

the ostednic of the object of

LIFFE LONG GET FUTURES OFTENS £50,000 64th of 100%

ew

sion tag

iganic graff

me area of a some are

nternational and Addes

The second

en couriered

ors with the

125 been mile 250 mg ob 1250 mg ob

STATE OF THE STATE

ಕ :ರಾವರ್ಷವ<sub>ೇ</sub>,

The market is the part of the

SCHOOL STREET er ana type of a

thou of the state

der armen in.

abourds in

ds rise

ble sale

A! 為.40万 世 公は 11 年 元度

12000 K-1 320122

No Takes N Flank Se Law Balland

1-87 L)

Maria de la composición del composición de la co

20 (20) 70 (4) (4) (4) 25 (24 %)

From State S

# Dollar keeps its attraction

THE DOLLAR moved up towards technical resistance levels in late European trading, boested by hopes that an end to the Gulf war will speed up the US economy's move out of

This followed earlier strength in the Far East, on reports that Kuwaiti sources hid sold Japanese government hends and converted large amounts of yen into dollars. Economic news was not par-

ticularly encouraging, but the dollar shrugged off a fall of 0.4 per cent in the January index of leading indicators. This meant that leading indicators and fallen for six successive months, after the December figure was revised to a fall of 1.1 per cent from the earlier published rise of 0.1 per cent. The last time the index gained was in June 1990, when it rose 0.1 per cent. It was flat in July and dropped in each following month as the economy sank into recession.

E IN NEW YORK

Previou Class STERLING INDEX

CURRENCY RATES

0.740438 1.42053 1.43347 15.1769 44.28453 2.15049 2.43152 7.35408 1614.61 187.510 8.43937 134.537 18.00753 1.87084 H/A

CURRENCY MOVEMENTS

18943 0 - 19010.0 9970.00 - 9980.00 2.4240 - 2.4250 1 1.7740 - 1.2750 485.10 - 485.75 223.75 223.95 7.0355 - 7.0490 3.7070 3.7070 311.40 - 315.00 165.25 14.8070 - 34.8210 124.20 7.7715 - 7.795 5 3.107 5 1.399.80 721.60 - 721.20

FORWARD RATES AGAINST STERLING

MONEY MARKETS

11%-11% per cent.
Short sterling futures showed little movement on

UK clearing bank base leading rate 13 per cent from February 27, 1991

name. The most active month moved from March to June delivery. The March contract closed unchanged at 87.67 after a quiet day, but June was weaker, falling to 88.77 from 88.82.

There was another very large shortage of day-to-day credit on the cash market. The

An early round of help was offered and at that time the authorities bought £672m bills.

including £77m outright in

Liffe. The most active month

Bank reaffirms rate

There was also some disappointment that the National Association of Purchasing Managers monthly index rose to only 38.5 per cent in February. This was above the January figure of 37.7, but below market expectations of 38.8 per cent. A figure helps 44 per cent. A figure below 44 per cent indicates that US growth is negative and the index has been below that level since last

Nevertheless the dollar moved up to attack resistance levels of DM1.5380 and Y134.60. It touched a peak of DM1.5390. before closing in London at DM1.5370 against DM1.5265 pre-viously. The dollar also rose to a high of Y134.65 and finished at Y134.50 compared with Y133.00 on Thursday.

At the London close the US currency had advanced to SFr1.3315 from SFr1.3260 and to FFr5.2350 from FFr5.1950. On Bank of England figurea its index rose to 61.9 from 61.5. Sterling lost ground to the

strong dollar, but was steady within the European Monetary System. Figures on UK money supply and bank leoding were in line with most forecasts and had little impact.

Action by the Bank of England on the London money market was designed to dampen speculation about further early cuts in UK bank base rates, but did not change

the generally bullish view.

The pound remained above the weakest placed French franc in the EMS exchange rete mechanism and was unchanged against the D-Mark despite expectations that base rates will be cut again around the time of this month's Bud-

Sterling fell 1% cents to \$1.8980, and to SFr2.5275 from SFr2.5325, but was unchanged at DM2.9175, while improving to FFr9.9350 from FFr9.9250 and to Y255.25 from Y254.00. The pound's index declined 0.1

DOLL	AP SDAT	CODMIA		_		
	AN SPOT	- FORWAR	<u>ID</u> AGAIN	IST	THE DOL	LAR
Mar 1	Day's spread	Clase	One mostly	% 04	Three morabs	% p.a.
OKr retaudr Intenda Netherlands Betighen Ochmark Sermany Ortugal Palo Horway Tence Needen Japan Jastria Maritaerland	5.9800 · 6.0125 5.2045 · 5.2410 5.6850 · 5.7085 133.90 · 134.70	18975 1.8985 1.7775 1.7286 1.7375 1.7286 1.7310 1.7725 5.150 31.50 5.8722 5.8975 1.5365 1.5375 1.5465 1.5375 1.5465 1.5375 1.5465 1.5375 1.5465 1.5475 5.9725 5.2775 5.2725 5.2725 5.2725 5.2725 1.3465 1.34.55 1.3475 1.345 1.3475 1.345 1.345 1.345	1.00-0.97cpm 0.59-0.54cpm 0.28-0.30cds 0.31-0.33cds, 5.00-7.00cds 1.40-1.70crests 0.28-0.30cfds 80-90cds 5.40-5.80dress 1.88-2.25creds 1.88-2.25creds 1.61-1.06cds 2.37-2.62ceds 0.16-0.13cds 0.15-0.18cds 0.15-0.18cds	6.29 3.90 2.22 3.24 3.25 3.25 3.25 3.25 3.25 3.25 3.25 3.25	2.69-2.62pm 1.75-1.66pm 0.82-2.674b 0.94-0.9840 0.94-0.9840 0.84-0.47di 250-2754b 167-174di 15.45-1.54b 2.03-3.3040 0.710-7.55di 0.39-0.47db 0.39-0.47db 0.39-0.47db	5.00 5.00 5.00 5.00 5.00 5.00 5.00 5.00
Ommercial :	ales taken towards t	he end of London tra apply to the US dollar	flog + UK Ireland	and FCI	are cooled in ItS	
POU	ND SPOT	- FORWAR	D AGAIN	ST	THE POU	ND
Mar 1	Day's spread	Close	One morth	% p.a.	Three growths	<b>%</b>
is	1.8970 - 1.9065 2.1840 - 2.1935 3.2800 - 3.2925 59.80 - 60.25 11.1750 - 11.2250	1.8975 - 1.8985 2.1875 - 2.1885 3.2825 - 3.2925 59.85 - 59.93	1.00-0.97cpm 0.65-0.57cpm 1%-1cpm 23-17cpm	5.25 3.86 4.01 3.15 2.31	2.69-2.65pm 1.56-1.42pm 23-24 pm 54-44pm 73-64pm	5.63 2.72 3.42 3.27 2.50 1.70
Winds	1 0005 . 1 0000	1 6926 - 1 6930	3%-25 orem	2 31	0.58 0.39nm	1.70

-201 -201 -166 174 3.17 4.41 3.30 4.41 3.30 4.25 EMS EUROPEAN CURRENCY UNIT RATES 133.631. 42.4032 1538.24 2.05586 2.31643 0.767417 7.84195 0.656404 6.89509 127.786 42.2249 1532.60 2.05036 2.31111 0.768463 7.88118 0.702150 6.98511

Mar 2	Short,	7 Days perice	. One Manth	Three Months	Six Months	Voer Your
offer lotter Guilder Franc in Franc on Lira an Franc h Krone	814 - B14	134 - 134 65 - 65 94 - 95 94 - 94 94 - 94 134 - 124 94 - 94 104 - 89 64 - 64	134 - 134 764 - 612 94 - 94 9 - 84 95 - 84 95 - 125 91 - 125 91 - 105 105 - 62	123 64 64 64 64 64 64 64 64 64 64 64 64 64	124 - 124 64 - 64 9 - 8 - 8 9 - 8 - 8 9 - 12 - 12 - 12 - 12 - 12 - 12 - 12 - 1	118 117 918 918 918 918 918 918 918 918 918 918

**EXCHANGE CROSS RATES** 255.3 134.5 9,936 2,528 5,234 1,332 3.288 2181 1.732 1149 0.650 1 87.49 3.405 7.434 11.43 1000. 38.92 1.127 747.4 0.750 20.53 12.88 8543 8.570 234.6 1,910 2,937 257.0 10. 0,751 1.154 101.0 3,930 0.304 0.577 0.867 77.65 3.022 0.459 0.870 1.338 117.1 4.555 0.769 1 1.159 1.508 0.457 0.867 1.334 116.7 4.541 1.669 3.169 4.871 426.2 16.59

FT FOREIGN EXCHANGE RATES 1.155 1.503 996.8 4.220 5.489 3641

FT LONDON INTERBANK FIXING (11,00 a.m. Mar.1) 3 months US dollars

**NEW YORK** (Lunchtime)

RATES WERE generally steady on the London money market yesterday, but the longer end had a firmer tone after the Bank of England sent a signal to underline the present level of UK bank base rates and dampen speculation about another early cut.

Three-month interbank was unchanged at 12%-12% per cent, while 12-month money firmed slightly to 11½-11½ from 11%-11% per cent. bank declined to buy bills from the market, but invited discount houses to use their borrowing facilities. The authorities lent 2340m to the bouses at 12 regregation 7 deep houses at 13 per cent for 7 days to underline the present interest rate structure.

Bills maturing in official Bills maturing in official hands, repayment of late assistance and a take-up of Treasury bills drained £1,523m, with a rise in the note circulation absorbing £450m. These outweighed exchequer transactions adding £480m to liquidity and bank balances above target of £950m. above target of £95m.

At the weekly Treasury bill tender the average rate of discount on 91-day bills fell to 11.8881 from 12.0616 per cent, and the average rate on 182-day bills declined to 11.1305 from 11.3386 per cent.

Hank of England initially forecast a shortage of £1,400m, but revised this to £1,450m at noon. Total assistance of £1,429m was provided. The £350m of 91-day hills offered attracted bids of £718m, against £854m for a similar amount the previous week, and the £200m of 182-day bills received bids of £576m compared with £615m. band 2 at 12% per cent. Another £595m hills were

MONEY RATES Two Montes Three Months 8.80-9.00 9/2-9/2 74-74 9.00-9.12 82-8-8 124-131 9.25-9.38 11-114

LONDON MONEY RATES Mar 1 Interhank Isld
Sterling CDs
Local Authority Deps
Local Authority Deps
Company Deposits
Finance House Deposits
Treasury Bills (Bay)
Bank Bills (Bay)
Fine Trade Bills (Bay)
SDR Linked Dep. Bill
SDR Linked Dep. Bill
ECU Linked Dep. Bill
ECU Linked Dep. Bill
ECU Linked Dep. Bill

Treasury Bills (sel0; one-month 12½, per cent; three months 11½ per cent; streamonths 11½ per cent; Bunk Bills (sel1): one-month 12½ per cent; three months 11¾ per cent; Treasury Bills; Average bender rate of discount 11.8831 p.c. ECG0 Fixed Rate Sterling Export Finance. Make up day February 28, 1991. Agreed rates for period Mar 26,1991 to April 22, 1991. Scheme it 4.21 p.c. Schemes it 6. Ill: 14.53 p.c. Reference rate for period Feb 1,1991 to Feb 28, 1991. Scheme IV&V: 13.357 p.c. Local Authority and Finance Houses seven days notice, others seven days notice 4 per cent. Certificates of Tax Deposit Gerles 6); Deposit 5100,000 and over held under one month 10½ per cent; one-three months 12 per cent; per cent; alne-twelve months 11½ per cent; Under £100,000 10½ per cent from Gct 8,1969. Deposits withdrawn for cash 5 per cent.

FINANCIAL FUTURES AND OPTIONS

0.05 0.19 0.42 0.64 0.91 LONDON (LIFFE) **CHICAGO** 96-05 95-17 94-30 94-12 93-27 93-12 92-27 92-12 Estimated valuese 27844 (29547) Previous day's open (ct. 43112 (45727) Cless High 93-21 95-24 95-00 95-04

Numer 125.40 105.32 -0.46 September 105.46 105.42 -0.38 December Estimated volume 107,965 Total Open Interest 122,079

OPTION BY LING-TERM FRENCH BOND (MATIF)

CAC-40 FUTURES (MATTE) Stack Index

LIABILITIES
Capital .......
Public Deposit

ASSETS

LIABILITIES

Advance and other Accounts ...... Premises Equipment B other Secs ...

10 YEAR 10% NOTIONAL FRENCH BOND QUATER FUTURES

High 93.09 93.19 92.95 92.55 Est. Vol. Gec., figs. pot shown) 9506 (3667) Previous day's open int., 44256 (43596)

Estimated volume 52405 (60443) Previous day's open let, 97428 (93413)

Estimated volume 14685 (15755) Previous day's upon list, 95051, (95953)

Estimated volume 132 G45)
Previous day's open (at., 2668 (2750)

Estimated volume 2440 (1983) Previous day's open int. 7786 (7501)

1-mth, 3-mth, 6-mth, 12-mth, 1.8882 1.8713 1.8615 1.8215

BASE LENDING RATES

**BANK RETURN** 

Wednesday February 27, 1991

1,231,581,113 2,626,652,903 470,424,962

4,338,667,696

15,290,205,385 9,794,615

15,300,000,000

11,015,100 8,035,878,568 7,253,106,332

15,300,000,000

9,794,615 214,103

3,224,742 31,029,319 58,438,254

86,242,831

90,750,000 121,207,802 122,494,769 5,777,494 16,642

88,242,831

24,222,506 5,777,494

30,000,000

595,017,700

30,000,000

Nat Bk of Kewait .....

Adam & Company Altied Trust Bank Bank of Cymra.

Bank of Ireland ......

Bank of Ireland ......

Bank of Scotland .....

Bank of Scotland .....

Bangue Beige Ltd ....

Bangue Beige Ltd ....

Bangue Beige Ltd ....

Banguer Bank .... Hambros Bank ....
 Hampshire Trust Pic ....
Heritable & Gen Inv Bnk Hirl Samuel ... .. C. Hoare & Co. .. Brown Stopley . . . Cl. Bank Nederland

Hoogkag & Shanghai
Leopold Joseph & Sons
Lloyds Bank
Meghraj Bank Ltd
McDonnell Douglas Bnk
McMan Bank Charterhoese Bank ... ... 13 Cutibank MA ...... 13 City Merchants Bank .... 13 Klidaed Bank ......

Hat Bk of Kurait

Hat Westminster

Northern Benk Ltd

Mykorelit Mortgage Bank
Provincial Bank PLC

Rosbarghe Bank Ltd

Rogal Bk of Scotland

Smith & Willman Sees

Standard Charteres

Insteed Bk of Kurait

United Bk of Kurait

Western Trust

Western Trust • Members of British Merchant Banking & Securities Houses Association

TELEPTIONE: 071-828 7233 AFBD MEMBER FTSE 100 WALL STREET
Mar. 2390/2400 +4
Jun. 2427/2437 +4
Jun. 2904/2916 +4 5 pm Prices. Change from previous 9pm close HOW WELL DID YOU JUDGE THE MARKET?

NEW BULL MARKET

IN STOCKS? CALL FOR OUR CAL Futures Ltd Windsor House 50 Victoria Street andon SWIH ONW Tel: 071-799 2233

**MONEY MARKET FUNDS** 

**Money Market** Trust Funds

Money Market **Bank Accounts** 

LIFFE SHORT STERLING OFTENS E500,800 points of 100%

93.66 93.15 93.15 92.54 92.54 92.54 92.56 91.57

93.08 93.17 92.96 92.56 92.38 92.10 91.86 91.57

Ser Emply Mer. CAR Set Cr AlB Bank High Interest Cheepe Account Selmont Rd Unbridge USS ISA 0500 292115 22,300-09,990 113-0 8-0 123-6 Gur 113-00 9-36 13-6 Gur Alliced Trust Bank Lts
97-101 Carson St. Losdon, ECAN SAD
1071-A25-0879
1081 Lts
108 20 0000-10 Morzons Street, Losdon SWIX 81B 977-245 6616 12 500-19 999. 110.775 8109 10.786 0tr 10 000-124 999 11.75 91.61 12.778 0tr 12 5000 and above. 12 25 9.351 12.824 0tr 

| 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 

**FINANCIAL TIMES** 

## FT BUDGET ISSUE 20 MARCH 1991

This year the Financial Times plans to publish a separate section devoted to the Chancellor's budget. It will include views, commentary and analysis of the Budget.

For further information about advertising rates and opportunities within the Financial Times budget editorial, please contact Andrew Muir on 071-873 4063 or your usual Financial Times representative.

> WORLD PAINTS & COATINGS Survival of the Fittest

The FT proposes to publish this survey on 28th March 1991. The FT has hy far the greatest reach internationally to the chemical and plastics industry. It will also he of particular interest to the 71% of all board directors in the UK who are regular FT readers. If you want to reach this important audience, call Brian. H. Heroo on 061 834 9381 or fax

FT SURVEYS

The State of Assessing the

Rule 535(2)

No. of bergsins included 44.

Analysis Holdings PLC Ord 20p = 8
(22Fe81)

(22Fe91) Andernen Resources PLCOrd 10p - 38 Amenal Rootbell Club LdOrd £1 - 23550

(227-64)
Serbland Holdings PLCOrd 1p = 0% %
(277-64)
Headdet Computer Systems PLCOrd 1p = 20.0075 (277-64)
DBS.Menagement PLCOrd 10p = £2.1

D.B.S.Management PLCOrd 10p - 52.1 (205691) DertVelley Light Reliwey Ld Ord \$1 - 23% (205691)

Dawson(william)fildgs Ld Ord 10p – £2%

idinburgh Hilbernien PLCOrd 2p - 18 (28Fe01)

(201-001) Eginton Exploration PLCOrd (d20.50 - 17, 8.20

8.20
Feltrin Mining PLC Ord 1:20.20 - 20.03
(25Fe91)
Reharmans Petroleum PLC Ord £1 - £1
(25Fe91)
Ave Arrow Ld Ord £1(6r) - £3.97 4.05
(22Fe91)

G.R.LGroup PLC Ord 10p - 20.27 Glencer Explorations PLC Ord 1/20.02 1/2

p 41 2% % p 41 2% % exist(William) & Co Ld5% Cum Prf 21 -

Jecks (William) 6 6 20.36 (22F691) 20.36 (22F691) Johnston Press 13%% Prf £1 = 20.72 0.77

(25Febr)
(Celmvort Bensont/Guernsey/Fund Men International Income – \$1,7864 1.819
MMM Britannia International Ld Japan Income & Growth – \$1,59
Menotreater United Football Club LdOrd £1 – \$20 (27Febr)
Merrett 18dgs PLCOrd 10p – \$2.87
North West Exploration PLCOrd 20p – 7 (28Febr)

(26Fe01) Owl Creek Investments PLC Ord 5p — 90.04

2504 Oxford Virology PLCOrd 5p - 41 2 (28F=91) Poddington PLCOrd 5p - 2 Rengers Football Club PLCOrd 21 - 290

Secon Hawk Group PLCOrd 21 ~ 21.1

Seron Hawk Group PLC Ord 2: 1 2:11
(25Fe07)
Sempernova PLC Ord 25p - 2
Sinciair Research Ld Ord 25p - 20%
(22Fe01)
Southern Newspapers PLC Ord 2: 1 - 21.57
Sun Oil Braisn Ld Oil Royelty St. Units 1p
- 20.1 0.105

- 20.1 0.105
Transatiuntic Hidgs PLCOrd 50p - 23.1
Video Magic Leisure Group PLCOrd 1p - 1 (22Fe81)
Vista Entertainments PLCOrd 5p - 11 (25Fe81)
Watworth & Co91/2 Cum Pri 21 - 20.85 (26Fe81)
Watabbt Ld'A' Non.V Ord 25p - 25 5.45' (26Fe81)

folverhampton Racecourse Co PLC Ord 25p - £3.05 3.1

RULE 535 (4) (a)
Bargains marked in securities
where principal market is outside
the UK and Republic of Ireland.
Quotation has not been granted in

ondon and dealings are not recorded in the Official List.

mel

Malet

E ...

----

63.70

38 -

FOE

PHR 10

of Da

other install C7

Tasks of D.4 a same of the control o

MATICOL

weal 2

boos

cago

Nati

iichas 6 At flar l

Y 13:

FFT

to 6

guz

Cl

4 21 44

Details of business done shown below have been taken with isent from last Thursday's Stock Exchange Official List and should be reproduced without permission. Details relate to those securities not included in the FT Share

that day'e highest and lowest dealings.

For those securities in which no business was recorded in Thursday'e Official Liet the latest recorded business in the four previous days le given with the relevant date.

Rule 535(2) and Third Market stocks are not reguleted by the international Stock Exchange of the United Kingdom and the Republic

of ireland Ltd.

onversion 10% Sck 1996 A - £99% % \$ % % % A29688 % % A76563 % ½ % ½ % 429688 % % 4.476 ካ .507816 % % % chequer 10%% Stk 2005 ~ £103 chequer 10%% Stk 2005 - 2100 Aranteed Export Finance Corp PLC 12%% Gtd. Ln Stk 2002(Reg) - £11&%

Corporation and County Stocks No. of burgains included 8 Leads(City of) 13%% Red S& 2006 - £114 (26Fe91) (26Fe91) Liverpool Corp 3% Red Sk 1942(or after) - 255 (26Fe91) Manchestar(City of) 11.5% Red Sk 2007 – \$102 (26Fe91) Reading Corp 3%% Sk - £32 (22Fe91)

**UK Public Boards** Agricultural Mortgage Corp PLC8% Deb Sit 92/94 - 295% (22Fe91) 7%% Deb Sit £1/93 - 291% 2 (27Fe91) 10%% Deb Sit \$2/95 - 296% (26Fe91)

Foreign Stocks, Bonds, etc-(coupons payable in LONGON) No. of bargains included82 Iroland/Popublic on/64% Sdx 61/56 - E94% (25Fe91)
ASDA Group PLC-144% Crv Bds 2002/64710008£5000) - 2112®
B.A.T.International Finance PLC 104% Gtd
Nts 1991[B#25000] - £96% & (22Fe91)
6P Capital SV 104% Gtd Nts 1992 - 257% 64 (27Fe91)
Barclays Bank PLC 12% Nts 1992 - 20076 (27Fe91)

Barciays Bank PLC 12% No. 1992 -1999% (27Fe91) 12%% Sanior Subord Bds 1997(BrEVar) - 2108% 7.05 (25Fe91) Blue Circle Industries PLC 10%% Bds 2016 [Br25000&100000) ~ 290%

(26Fe91)
Stue Circle industries Capital Ld 10%%
Criv Cap 8de 2005(8r250003100000) –
5107% 8% (22Fe91)
Boots Finance Ld 8% Criv Cep 8ds 2005 Stur Finance Ld8% Land Bots Finance Ld8% Land (Br) = 2114 ½ (27Fe81) Waster Capital Ld 13% Cnv Cap Sds

(Bf) — £114 % (27F991)
Brent Walker Capital Ld 13% Crtv Cap 8de
2005 [Rog] — 75Ф
Fristol 8 West Building Society 10%%
Subord 8ds 2000(8\*£10000\$100000) —
252% (25F991)
British Telecommunications PLC9%% Nts
1993 — £90% (22F991)
13%% Nts 1993 (8/£700.10000\$10000) —
£103% (28F991)
24rc Cpn 8ds 2000 — £41 % %
Chase Marrhesten Corporation Ptig Rate
Nts 2009(81\$10000350000) — \$63% 4
Cigna Overseas Finance NV 12%% Nts
1993 — £99% (22F991)
Costain Finance NV 12%% Nts
1993 — £99% (22F991)
Daily Majl & General Trust PLC6%% Exch
8ds 2005 (8/£100085000) — £88 %
ECC PLC 85% Crtv Bds 2003 — £87
(25F951) (25Fe91) Electricite de France 10%% Gtd Eds 2009 (Br£10000&100000) - £96% 7%

eral Electric Credit Int'l NV Zaro Con Gld Nts 107796 - \$65% % latter Building Society 11% Subord Edit 2014(Br£100008,100000) - £92% (25Fe81) (237-681) ammerson Property Inv & Dev Corp 10%% Bds 2013 (BrC100008100000)

985% (25Fe91) Hickson Capital Ld 7% Crw Cap 9ds 2004 (Reg) = 86% (27Fe91) Imperial Chemical Industries PLC 10% Bds 2003 = \$31% and for Box & Dov04% temetione: Bank for resc & Leys = ... 8ds 2007 (Br£5000) = £88 % (28Fe9 10% Bds 1999 = £97 % (27Fe81) 10%% Nts 1999 (Br£5000) = £99%

(26Fe91) 10%% Nts 1994 - \$100% 1 (27Fe91) abs(Regulabic 0/18%% Nts 1894 - \$101.4 .65 (25Fe91) 10%% 8ds 2014 (8:£10000850000) ~ 

6'% City Bds 2004 (8:25000550000) 288% City Bds 2004 (8:25000550000) 288% 4% (27Fe91)
Lasma PLC7%% City Bds 2005 - 282% 
MEPC PLC9%% Bds 2004 - 284% 
Neptometic Anglas Busing Society 13.5%
Subard Nts 2000 (8: £10000) - £107%
Ngst PLC6% City Bds 2002 - £106
(27Fe91)

Next PLC6%% Crv Bds 2002 - £106 (27Fe91)
Pearson PLC10 %% Bds 2008 - £57 % (25Fe91)
Pearson PLC10 %% Bds 2008 - £57 % (25Fe91)
Pearson & Criomas Steam New Co4 % Crv Bds 2002 - £105% % 6
Pepsico, inc7%% Nta 1993 - \$96% (26Fe91)
Pruderdel Finance 6V9%% Gd Bds 2007 (8r53008 108000) - £37% 6 (25Fe91)
Planks Howto McDougell PLC4 % Crw Bds 2003 (8r25000) - £113 %
Playal Bark of Scotland PLC10%% Subord Bds 1998 (8r£5000825000) - £55% % (25Fe91)
Sastch & Seatch Finance N.V. 6%%
RedCrvPri 200321(BrShs1000810000) - £51 % ©

- 231 % (Capitol) Ld 5% Cnv Cap Bds 2004 (2725) - 2126 (26% 91) (ainsbury (J.) (Chennel Islands) Ld 6.5% Cnv Cap Bds 2005 (8r - 2112 %

8.11 %CrwCapBds 2005(Br - 2112% (25Fe91)
Sough Estates PLC6% Cnv Bds 2003 - £105%
Smith 8 Nephew Associated Cos PLC4%
Crv Bds 2002 - £109 (25Fe91)
Smith 8 Nephew Finance n.V. 8%% Gsd Red Crv Pri 2004 (Br) - £94%
Smith(W.H.)8 Son(Hidgs) PLC7%%
Subord Cnv Bds 2002 - £180% (26Fe91)
State Bank of New South Weter Ld 12%%
Nts 2001(Br\$AVer) - 2238.A (27Fe91)
Sweden(Kingdom of)8%% Bds 1996 (3FtS000) - £33% (28Fe91)
Telefonica De Espana SA4% Cnv Sds 2003 - \$118%
Tesco Capital Ld 5% Cnv Cap Bds

2003 - \$118%
Tesco Capital Ld 9% Cnv Cap Bds
2005(Reg) - £118% 6 % ,808 7 % %
9% Cnv Cap Bds 2005(Br25000&10000)
- £115% Ф
THORN EMI Capital NV 6% % Gtd Red Cnv
Pri 2004 (Br25000) - £111%
Trusthouse Forte PLC 10% % Nts
1992(Without Warrants) - £37% 6% ,4
United Kingdom6 % 8 ds 2001(Br
ECU1000.10000&100000) - £100.05

Sterling Issues by Overseas Borrowers No. of bergains included St

Asian Development Bank 10%% Ln Stk 2009(Reg) - 937% (22/Fe61) Australio(Commonwealth of) 11%% Ln Stk ustralia(Commonwealth of) 11%% Ln Sik 2015(Reg) – £94 ank of Greece 10%% Ln Sik 2010(Reg) –

285% of caregories to a Landau 2010 (8r) - 105 % Caisee Centrale De Cooperation Econ 12%% Grd Ln Sck 2013 (Reg) - 2112% Caisee Nationale Des Autorouse 15% Grd Ln Sck 2006 - £138 % Credit Foncier De France 10%% GrdSerLnS842011,12.13,14(Reg) - 298 % % 7k; 227Fe91) 296 % 1/4, 7%, (27Fe91) 296 % 1/4, 7%, (27Fe91) 2 %GedSerL/188/2071, 12.13, 14(94) -297% (25Fe91) 14%% Giz Ln Sik 2007(Reg) — £130% % (27Fe91) % (27Fe91) - Frida (22Fe91) - Frida (22Fe91) - Frida (22Fe91) - Frida (22Fe91)

2105% %
uropean investment Sent 0% Ln Sti 2001 (Reg) = 290 90 9%% Ln Set 2009 = 591 % % % % % % % % % % 10%% Ln Stk 2004(Reg) = 597% % (27Fe91) 11% Ln Sik 2002(Reg) – £105% % ublic of) 11 % % Ln Sik 2005 Relient(Republic of) 11%% Ln Sik 2005 (Reg) = 2104% Hydro-Cuebec 12.75% Ln Sik 2015 ~ 210% (27Fe61) Inter-American Development Bank 9%% Ln Sik 2016 – 252% % (25Fe91)

Information Services.

Unless otherwise Indicated prices ere in pence. The prices are those at which the business was done in the 24 hours up to 5 pm on Thursday and settled through the Stock Exchange Tallsman system, they are not in order of execution but in ascending order which denotes

‡ Bargains et special prices. • Bargains done the previous day

International Bank for Rec & Dev0%% Ln Stk 2010(Reg) - £91% 11.5% Ln Stk 2003 - £105% % % % % feeland 127% Ln Stk 2006(Reg) - £110% 11 % (277e-91) feeland 10%% Ln Stk 2009(Reg) - £91 10%% Ln Stk 2009(Reg) - £927 (257e-91) feel 2 setsand 71% % 61% 88/82 - £93% 11 %% Stk 2008(Reg) - £101 (277e-91) Nova Scotla(Province of) 11%% Ln Stk 2019 - £101% Ln Stk 2019 - £101% Cartillogo Mexicanos 14%% Ln Stk 2006 - £96%

(Rep of)9% Ln Stk 2015(Reg) -Province de Quebec 12 % Ln Set 2020 -2105 % % 도100% 및 Spein(Kingdom of) 11 %% Ln Stk 2010(Reg) — £105 (26Fe91) 11 %% Ln Stk 2010(Br) — £105% (26Fe81) meden(Kingdom of)9%% Ln Sit 2014(Reg) - £90% % (22Fe81) 13,5% Ln Sit 2010(Reg) - £120

dem States 16%% Ln Stk leg) - £110 (25Fe81) Banks and Discount Companies

No. of burgains included 463

ABN-AMRO Hidge N.V. Ord FL5 - £11.56 FL37.87 9 8 8 18 18 18 Benk of arelandi Governor 8 Co of) 7% Ln Skt 8891 - 230 (225-691) Barclaye Benk PLC 7% 16 Uns Cap Ln Skt 8897 - 297% 4 81% Uns Cap Ln Skt 8889 - 400 4 35/91 - 297%@ 8%% Uns Cap Ln Str 86/93 - 290 1 % 12% Uns Cap Ln Str 2010 - 2105 (27/691) 18% Uns Cap Ln Str 2002/07 - 2125% % (27/691)

19% Una Cap Ln Str Zuddor - E123%
% (27Fe91)
Barings PLC5% Cum 2nd Pri 21 - 60 1 2
(22Fe91)
Co-Operative Bank PLC9.25% Non-Cum
Ind Pri £1 - 94 (25Fe91)
First Chicego Corp Cum 5tk \$5 \$24.62917 (25Fe21)
Kyowes Bank Ld5hs of Com 5tk Y50 Y1154.2781 9% 70 86 90 5 5 200
Lombard North Central PLC6% Cum 2nd
Pri £1 - 37
Midland Bank PLC7%% Subord Uns Ln
Stk 83/93 - 290 (27Fe91)
10% % Subord Uns Ln Stk 93/96 - 293

14% Subord Uns Ln Sik 2002/07 -£107% (27Fe91) Mitsubiahi Trust & Banking Corp Sha of Curn Sik Y50 - Y1700 30 4.73 40 53.626 os.som istionel Westminster Bank PLC7% Cum Pri 21 – 60% 9% Subord Une Ln Sik 1993 – 293 4 (27Fe91) 12 %% Subord Uns Ln Sik 2004 - \$105

7%% Cum Prf £1 - 75 felts Fargo & CompanySha of Cum Sta \$5 - \$57.877725 (26Fe91) Breweries and Distilleries

No. of bargains included953
Allied-Lyone PLCADR [1:1) - \$10X
53% Cum Prf 51 - 45 (277691)
7% % Cum Prf 51 - 88 4 (267691)
63% Red Deb Six 87/92 - 293% 71/14 Red Deb Stk 88/93 - £91 (25Fe91) (25Fe91)
11%% Deb Six 2009 - \$105%
6%% Uns Ln Six - \$20 (27Fe91)
6%% Uns Ln Six - \$20 (27Fe91)
6%% Uns Ln Six - \$20 (27Fe91)
7%% Uns Ln Six 9396 - \$24 (27Fe91)
7%% Uns Ln Six 9396 - \$24 (27Fe91)
8%% Uns Ln Six 9396 - \$24
10%% Deb Six 6762 - \$24
10.65% Deb Six 6762 - \$275
4%% Uns Ln Six 92/97 - \$259
7%% Uns Ln Six 92/97 - \$259

Bass Investments PLC7%% Una Ln Sik 92/97 - 583% • SUP PLCS%% Cov Uns Ln Stk 2000/05 - 21

50k 2000/05 - £150 ulmer(H.P.)+3dgs PLC9%% Cum Pri £1 -85 (297-681) 8%% 2nd Cum Pri £1 - 85

(25Fe91)
5% Cum Pri 21 - 60
10% Deb Sik 2014 - 230% (25Fe91)
6% Irrd Ura Ln Sik - 266 (25Fe91)
Hardys 8 Hantons PLCOrd 25p - 915
(26Fe91)
Mansifold Browery PLC Ord 21 - 445 8
111% Deb Six 2010 - 2108%;

1172\*\*\* Care Annual Companies PLCA.6% (277691)
Scottish & Newcastle Braweries PLCA.6% Cum Pri £1 - 54 (287691)
7% Crw Cum Pri £1 - 177 8 (287691)
7.6% 1st Mitg Deb Sik 89.94 - 287 (277691)
Seogram Distillers PLC 12% Deb Sik 2012 - £107% % (277691) Vaux Group PLC 10.75% Geb 5th 2019 -295% (27Fe81) 195% (277-691)
Wathey, March & Trumen Hidgs PLC3%%
Ind Deb Six - 234Ф
4%% Red Deb Six 8893 - 287% %
(277-691)
7% Red Deb Six 8893 - 289%-Ф
10%% Red Deb Six 8993 - 299

(22Fe91) 12%% Red Deb Stk 2008 - £106% (22Fe81) Whitpread & Co PLCB Ord 26p - £13% 13% 64% 3rd Cum Pri 58k £1 - 51%

(277697) 916 3rd Cum Pri Str 21 – 53 7% 3rd Cum Pri Str 21 – 60**0** 4%% Red Deb Str 98/2004 – £54 (26Fe91) 7% Red Deb Stk 86/93 - £91% (25Fe81) 7%% Red Deb Stk 89/94 - £91 (25Fe81) (25Fe91) 7%% Une Ln Sik 95/99 - 951 2 7%% Uns Ln Sik 96/2000 - 954% (22Fe91) 9% Uns Ln Sdk 97/2001 ~ 284%

ore ums Ln Stk 97/2001 ~ 284% (28Fe91) 10 %% Uns Ln Stk 2008/05 ~ 293 (27Fe91) 5 %% and Uns Ln Stk ~ 543 (22Fe91) Young & Co'a Brewery PLC0% Cum Pri 21 ~ 88 Commercial, Industrial, etc.

VO(Tiffref Cital, 11 NA-NA RA, 4-1No, of bergeins included 25537
AAH Högs PLC 4.2% Cum Prf £1 - 42
(217681)
ADT Ld ADR (10:1) - \$10% 20% % % 48
% % 502 % 7
AECI Ld 5%% Cum Prf R2 - 35 (258691)
AMEC PLC 15% Uns Ln 5% 1992 £1800
Aegis Group PLC 55% Crw Cum Red Prf
1996 10p - 47 (258691)
Airflow Streamlines PLC 15% Cum Prf £1
- 85 (258691)

Ages Group PLC59% cm Cum Red Pri 1996 10p - 47 (28Fe91)

Airlow Streamlines PLC 16% Cum Pri 21 - 88 (25Fe91)

Airtours PLCWarrants to sub for Ord - 12

About Fisher Group PLCWarrants To Sub For Ord - 0'% % %

ADR (10:1) - \$23.53 4.325

Alcan Akminian LdCom She of NPV -\$21% SC24% (27Fe91)

Alexon Group PLC6.259 (Net) Cnv Cum Red Pri 10p - 113 7

Alica Hides PLC9.259 (Net) Cnv Red Pri 2008/13 £1 - 73 (27Fe91)

American Brands Inc51s of Com Six \$3.125 - \$44% \$.05%

Anglo United PLCCnv Red Pri 10p - 50 7 (28Fe91)

Accolectric(Hidgs) PLCOrd 5p - 95 Agree PLC69% Cum Pri 21 - 58 (27Fe91)

Associated British Foods PLC5% Uns Lin Six 87/2002 50p - 32 & (27Fe91)

75% Uns Lin Six 87/2002 50p - 32 & (27Fe91)

75% Uns Lin Six 87/2002 50p - 37 (27Fe91)

71% Uns Ln Ski \$77202 50p = 35 7
(27#37)
Associated Risherles PLC6 X% Uns Ln Ski
£1/36 = £78 (22#691)
Associated Risherles PLC6 X% Uns Ln Ski
£1/36 = £78 (22#691)
Associated Risherles PLC6 X% Uns Ln Ski
£1/36 = £78 (22#691)
Associated Risherles Rives PS (24#691)
Attwoods PLC ADR (5:1) = \$20.05 X
(24#691)
Antwoods (Finance) NV SXp Gtd Red Cnv
PH 5p = 151
Austin Red Group PLC Ord 25p = 375
Austin Red PH £1 = 124
GN Crw Curn Red PH £1 = 92 3X
Austin Red PH £1 = 42 3X
Austin Red PH £1 = 52 3X
Austin Rives PLC6 X59 Curn 2nd
PH £1 = 45 (25#691)
ON Curn PH £1 = 57 (25#681)

Avdel FLC 10%% Una Ln Sik 96/98 - 285 (25Fe91) Ayrshire Metal Products PLCOrd 25p - 76 B.A.T Industries PLCADR (1:1) - \$12% % % % .8 .85 .85 BBA Group PLC10% Deb Sik 89/94 - £91 (22FeS1) BET PLCAOR (4:1) - \$11.37 BICC PLC8% 1st Cum Pri Sik £1 - 51

BICC PLC8% 1st Gum Pri Sik £1 - a1 (25Fe91) 7 % Deb Sik 80/95 - £87 8M Group PLC4.5p (Net) Cnv Cum Red Pri 20p - 133 (27Fe91) BOC Group PLC4.55% Cum Pri £1 - 50 (27Fe91) 12½% Uns Ln Sik 2012/17 - £705 8.S.G. International PLC12½% Uns Ln Six 93/96 - £73 (26Fe91) BTP PLC7.5p(Net) Cnv Cum Red Pri 10p - 119 9 21

- 119 9 21 Bario Group PLCOrd Ir20.10 - E0.23 (27Fe91) (27/e91) 8arrow Hepburn Group PLC7.75% Cum Pri 21 - 68 (22/e81) 8eazer PLC8.67% Cum Red Pri 21 - 52% 4% 6 7 % 6%% Cnv Une Ln Sd: 2000 - £101 ethrey PLC 9.5% Cum Red Pri 2014 £1 -77 8% 84‡ (27Fe91) Warrants to sub for Ord - 2% (26Fe91) Blechwood Hodge PLC8% Curn Red Pri £1 - 57 (27Fe91) Blockleys PLC8% Curn Pri 50p - 25

(27Fe91) Blue Circle Home Products PLC7%% Uns Ln Six 87/92 - 290 (27Fe91) Blue Circle Industries PLC8% Uns Ln Blue Circle Industries PLC681% Uns Ln Selt1975 or att) - 257 Socker PLCADR (4:1) - \$37% Bootkernyl & Sons PLCCum Prf (5.25%) £1 - 44 (255691) Boots Co PLCADR (2:1) - \$13.27

(22Fe91)
71% Und Ln Stk 88/93 - 288 90
Braithwaie PLC Crv Pri 50p - 45 (26Fe81)
Brent Chemicals International PLC 9%
Curn Red Pri \$1 - 95 (26Fe81)
Briden PLC6%% Uns Ln Stk 2002/07 - 283 (25Fe81)
British Arways PLCADR (10:1) - \$31%
2% % .65 rican Tobecco Co Ld 5% Cum

Prissh-American Tobecco Co Ld 5% Cum Pri Set. E1 - 43 (277-69) 5% 2nd Cum Pri Set. E1 - 32 British Shoe Corp Hidge PLC 85% Cum Pri E1 - 80 (227-691) 6% % Cum 3rd Pri E1 - 55 (267-691) 6% % Cum 3rd Pri E1 - 55 (267-691) 6% % Cum 3rd Pri E1 - 55 (267-691) 6% % Cum 3rd Pri E1 - 55 (267-691) 6% % 5673 6 8 .0875 217 % .567 6 8 % ADR [10:1] - 3255 % % 3.974137 % 67/16 % Sugar PLC 10% % Red Deb Sek 2013 - 295 % 8/16 % Syption Industries PLCOrd 20p -92 (277-691) Brown & Jackson PLC 10.75% Cnv Cum Pri E1 - 73 4 \$ Extjun(AF) & Co PLC Ord Sek 5p - 70 (257-691) 8/10 % PLC 7% Cnv Uns Ln Sek 85/97 -

Bunzi PLC7% Crry Uns Ln Stk 95/97 -200 Burton Group PLC 8% Crw Uns Ln Sik 1986/2001 - 257 6 C.H.Industrials PLC 9%% Cum Red Pri \$1

- 20.315 CRT Group PLCOrd 10p - 80 Cadbury Schwegoes PLC8X% Ures Ln Sta 94/2004 - 290 (22Fe91) Caird Group PLC7p Curn Crv Red Pri 2009 10p - 50% 0% 528 3 628 % 4 Callebread, Robey & Ca PLCOrd 10p - 90 5 Cartion Communications PLCADR (2-1) – \$16 (25Fe31) Caterpiter IncSits of Cum Sik \$1 – 226-18514 \$ 54 ½ ½ Contraversy Trust PLC11% Cum Pri £1 – 40

Channel Tunnel Investments PLC5p - 59 Channel Tunnel Investments PLC5p - 59 Channel Tunnel Investments PLCOrd 25p - £12 Church(Charles)Oevelopments PLC8.375% Cum Red Prf £1 - 12 Cityvision PLC8.5%(Not) Crw Cum R 21 - 90 & Costs Patons PLC4\*% Uns Ln Stk 200207 - £48 8\*% Uns Ln 8tk 200207 - 252 on PLC8.5%(Net) Crw Cum Red Pri

(25Fe81)
7% 4 Une Ln Six 90/95 - 284 (27Fe91)
Costs Viyelts PLC 4.9% Curri Pri \$1 - 43
Cohen(A.) & Co PLC Non. V "A" Ord 20p 365 Cooper (Frederick) PLC6.5p (Net) Crw Red Cum Pag Pri 10p - 49 51 2 3 3 4 Countedds PLC7\*% Deb Sct 89/94 - 590 \* 1% (27Fe81) 6%% Uns Ln Sik 94/98 - 275 8 8%% Uns Ln Sik 94/96 - 279% (277=81) 7½% Una La Sik 94/96 – 281 ½ 3 ½ 7½% Una La Sik 2000/05 – 272

(28Fe81)
Countainties Coatings (Holdings) Ld 8 K%
Unis Ln 58K 5095 – 287®
Countainties Clothing Brands Ld 7 K% Cum
Pri Site 21 – 55
DAKS Simpson Group PLC Ord 25p – 832 on Group PLC Ord 25p - £32 (25Fe91) 5% Cum Pri £1 - 37 (22Fe91) Farm International Hidge Ld Ord 05(Hong Kong Register) - \$H11.4 %

Daigety PLC4.85% Cum Pri E1 - 50 (277-981) Debenhams PLC6%% 2nd Deb Six 90/95 – 1980 (25Fe91) 8X% Uns Ln Sik 86/91 – 1986 (25Fe91) 7%% Uns Ln Sik 2002/07 – 155 (267691) Dots PLC42% Curn 1st Pri 21 = 53 (267691) Dencora PLC625% Curn Criv Red Pri 21 = 52 4 4 5

- oz 4 4 5
Comburst PLCOrd 10p - 68 70 (225-691)
Downly Goup PLC7% Crv Curn Red Pri
\$1 - 89 90 1 % .545 2
E-Systems IncCorn Star \$1 - \$38%
(225-691)
EMC Group PLC 1227e91)
EMC Group PLCOrd 5p - 72 3 (27Fe91)
Egerton Trust PLC8.75% 1 st Curn Red Pri
21 - 16 % 7 % x % 6 % % % 9%
(27Fe91)

7% Crw Curri Red Pri £1 ~ 15 (22Fe91) Ellou(6.) PLC7% Crw Curri Red Pri £1 ~ 68 72 09 72 Dys(Winteledon) PLCOrd 25p = 800 (27Fe31) Ericsson(LM) (Telefonskidebulsger) Ser B(Reg)SK10 = 335,8 SF48,9 SK188,13 200 2 2 % % % 3 3 % % % 4 4 SF204% SK204% 87 .7 6 5 .015 % % % 8 6 % %

TX
Day Observation 3.CA. She FR10
(Depositary Receipts) - 11.3 11.35 11.4
11.4 11.45 11.46
She FR10 (Br) - \$21% FR112.2 % .65 3
.06 33
European Leisure PLC6.75p (Net) Criv
Cum Red Pri 25p - 45 52
Eurotunnel PLC6uroturnel SAUnits (1
EPLC Ord 40p & 1 ESA PR10) [8r) FRS3.2
Libits (Scouter Interceptant) - ER52% .785

FRSS.2 Urabs (Sicorem Inscribed) - FRS2% 785 93.16.3 38.4 AS .54 Findr Was(1EPLC 8 1ESA WrooSub 10 Urabs) - 37% FR410 vered PLC7.25p (Net) Crw Red Pri 25p -96 (27Fe91) 11.25p Curr Red Pri 2005 10p - 101 Fit Group PLC 7.7% Crv Curr Red Pri 95/99 £1 - 153 Ferrand International PLC 5.5% 1st Curr Pri £1 - 15 (27Fe91) 8.5% 2nd Red Curr Pri £1 - 20

277-691)
2.5% 2nd Red Cum Pri 21 - 20
(277-691)
3.65% 3rd Cum Pri 21 - 10 (277-691)
Finlen Group PLCOrd 1p - 3
Feores PLCADR (4:1) - \$32% 3%
5%% Une Ln Sik 2004/09 - 252
(257-691)
Fluor Corp Com 50 625 - 227.50105
27.567285 \$ 52% % . 7 % %
Finnelly Notes PLC4% Crv Cum Red
Pri 51 - 84 (257-691)
5% Crv Cum Red Pri 21 - 142 (277-691)
7% Crv Cum Red Pri 21 - 05 8
(277-691)
GNN (United Kingdom) PLC 10%% Gad
Deb Sik 90/65 - \$37% 8% (277-691)
Geographic Corp Cum Red Pri 21 - 50
Geographic Corp Cum Red Pri 50%
E1 - 50
Geographic Corp Cum Red Pri 50%
3.9

.9 7%% Uns Ln Stk 87/92 - 292 (27Fe91) 7%% Uns Ln Stk 88/83 - 590 White & Candy PLCOrd 10p - 80 Gable & Dendy PLCOrd 10p - 80 (27691) Glaze Group Ld6%% Une Ln 3tk 85/95 30p - 42 (257e81) 7%% Une Ln 3tk 85/95 S0p - 41 (27Fe81) Glynwed international PLC 10%% Uns Ln 3tk 94/99 - 285 Golden Valle PLC Ord Ir20.07 - 193.71 0.72 0.73 SN: 84/99 - 295 Golden Visite PLC Ord 1:20.01 - 1:20.71 0.72 0.73 Goodwin PLC Ord 10p - 12 1/- (25Fe91) Grace (W.R.) & CoCum Sik \$1 - \$29.22 (25Fe91) Grand Metropolisus PLC 51/- Cum Pri 21 -

Grand Metroposign PLCON Lum Pri 21 43 (28Fe91) 81% Cum Pri 21 - 50 (29Fe91) Great Universal Stores PLCS%% Red Unis Ln Str. 240 (25Fe91) 81% Une Ln Str 3398 - 276 (29Fe91) Greenwich Resources PLC Ord 5p - 23 % Hall Engineering(Hidgs)PLC5.55% Cum Pri 21 - 45 Habi Engineering(Hidgs)PLC8.55% Cum Pri 21 – 45
Habiteet(James) Group PLC8%% Cum Pri 21 – 46 (25Fe91)
Hawker Siddeley Group PLC5%% Cum Pri 21 – 45 (25Fe91)
Hawker Siddeley Group PLC5%% Cum Pri 21 – 45 (25Fe91)
Hepworth Capital Finance Ld 11.25% Cm/ Cap Ets 2005 (Fe9) – 122 % J. 65 3 3 Hercules Inc5% of Com Str. of NPV – 340.378643 (25Fe91)
Heater Consumer Products Ld 8% Uns Ln Str. 6555 – 250 (27Fe91)
Hewith J. & Son(Fenton) PLC10% Cum Pri 21 – 53 (25Fe91)
Hit 6 Smith Higgs PLC16% 1st Mig Obb Str. 200003 – 2100 (22Fe91)
Hittedown Hidga PLCADR4\*(1) – \$18 (22Fe91) Honda Mosor Co Ld Shs of Com Sik Y50 — Y1390,172 7.34 90 400 8.67 10 20,81867 7.0933 Hong Kong Land Hidgs Ld Ord 90,10 (Hong Kong Reg) = SH8.05,15 Whs to Sub For Ord (Hong Kong Register) = SH8.89525 (25Fe91) Hopkinsons Group PLC5.25% Cum Pri £1

-53 5 House of Frister PLC8%% Unit Ln Stk 53/98 - 255 8 (267-691) Hunterprint Group PLCOrd 5p - 12 % 3 & [Mt PLC7.4% Unit Ln Stk 86/91 - 296% (26Fe91)
7% Uns Ln Six 88/93 – £80 (22Fe91)
1048nd Frozen Foods Hidgs PLCCow Cum
Rad Pri 20p – 94 % % 5 5 %
Respects Morris Ld6 8/% Cum 2nd Pri
Six £1 – 30 (22Fe91)

Bingworth Morris |Saltaire) Ld 7% Non-Cum Prf 50p - 16 Jerdine Matheson Hiogs LdOrd \$0.25 (Hong Kong Register) - \$H\$1,308425 % .5126 JB

5125 d ofntson & Rich Brown PLC 11.05% Cum Pri 21 – 90 2 11% Urts Ln Stk 93/98 – £58 christon Group Ciseners PLC 7.5p (Net) Criv Cum Red Pri 10p – 93 (25Fe91) ofntson.Metthey PLC 8% Criv Cum Pri £1 – 490 (27Fe91) dgs) PLC 10% Cum Prf £1 Jones, Sarcuophogaj PLC 10% Cum Pri 21

- 70 (25Feb1)

Kajima Corp Shs of Com Sik Y50 - Y1810
20 7.818521 30 5 40

Karning Motor Group PLC 7% Cum Pri 21

- 45 (25Feb1)

Kappel Corporation Ld Ord SS1 - \$58.850 7.20

Kvasemar A.S. 6 Shs NK12.50 - NK183 4 4

V 65

7: 15: Kymmene Corporation Shs FM20 (Unrestricted) – FM64.55 .54S 8 7 % Ledbroke Group PLCADR (1:1) – £2.68 (277:a91) 8% Gtd Uns Lii Stk 90/92 — £94% (27Fe81) Lamont Hidgs PLC 16% 3rd Cum Prf £1 -70 Lapona PLC8% Dab Str 93/96 - 286 (277-497) (277697) exis(Lohn)Pertnership PLC5% Cum Pri Sik E1 - 42 (277691) ox Service PLC8%% Une Ln Sik 92/97 -

£84 Liberty PLC5% Cum Pri £1 - 40 (28Fe81) 9.5% Cum Pri £1 - 80 (28Fe81) Lity (Et) & CoShs of Cum Str NPV -£41% Lionheart PLCCttv Cum Red Pri 20p - 82 (22Fe81) Lockheed Corporation She of Cum Stk \$1 - \$38%\$
London International Group PLC ADR (5:1)
- \$22% (27Fe81)
London PLC ADR (1:1) - \$4.2 (28Fe81)
7 % 1 st Mtg Deb Stk 98/91 - 296 % (27Fe81)
10%% 1st Mtg Deb Stk 97/2002 - \$55

2Fe91) vers PLC5% Cnv Cum Red Pri £1 — (27Fe91) vmj & Co PLC 6.75% Cum Crrv Red PT E1 = 149 52 owe(Robert H.) & Co PLC 87.5% (Net) Crw Cum Red Pri 10p = 32 8 8 40 cosrest) scale industries PLC10%% Uns Ln 6tk 82/97 - 280% 3-Caredon PLCWarrants to sub for Ord -45%

-43%9 McCarthy & Stone PLC6.75% Curn Red Pri 2003 E1 -44 (27Fe91) 7% Crw Una Ln Sik 99/04 - 550 endarin Oriental International Ld Ord \$0.05 (Hong Kong Reg) — \$H5.1 .15 (26Fe81) Manganese Bronze Hodge PLC8%% Cum Pri 21 – 50 (26Fe81) Marks & Spenoer PLC7% Cum Pri 21 –

arky PLC8 X% Cum Pri 21 - 50 (28Fe91) (28Fe91)
Medeva PLCWarrents to sub for Ord - 54
Merchant Retail Group PLC81/4, Cnv Una
Ln Stk 99/04 - 253
Astel CorporationCum Sits of NPV \$C1.41 (25Fe91) SULTAT (227981)
Mittaubieni Electric Corporation Shs of Cum Stk Y50 - Y800 1.45 .458 .9 6 7.3806 Monsento Co Com Stk \$2 - \$58,12805

Monsanto CoCom Sik \$2 - 2011.
(26Fe81)
Monsanto PLC65 % Gad Ln Sik 92/87 - 270 (26Fe81)
Mongan Crucible Co PLCDep Warrents to sub for Ord - 1 (22Fe81)
Mongan Charlotte Investments PLC 10% % Mount Charlotte Investments PLC 101/4 1st Mtg Deb Str 2014 - 294/4 (26Fe91) NCR Corp Com Str 55 - 583/4 .50186 NCR Ld6%% Gtd Ln Stk 95/98 - 280 NIMC Group PLC Warrants to sub for Shs -43 (27Fe91) NSM PLCE-Sp (Ner) Chr Curn Red Pri 10p

- 46% 50
Nove International PLC7% 1st Cum Prf £1
- 25 (257601)
Next PLC 10% FF Cum Prf 50p - 10
(277601)
Norsk Carts AS Class FF (Non Vsg) NK20 DR8.1 NK30.57 iorthern Engineering Industries PLC6%%. Une Ln Six 8893 - 288% (287-91) locarios Group PLC8%% Cure Red Pri 1993 £1 - 37 PFG Hodgson Kenyon Intl PLC 5.75% Cnv Prf 91/2001 10p = 81

ert giszusi 149 – 61 kramount Communications IncCom Str 51 – 541,7536 % (287-91) wkland Textile(Hidge) PLCOrd 25p – 117 (25Fe91) Paterson Zochonie PLC16% Cum Pri £1 ~ 96 (27Fe91) 96 (27f-91) Person PLC6.673% Une Ln Sik 88/93 -590% (25f-91) 13,625% Uns Ln Stk 2007 - £113 %

13,825% Uns Lr St. 2007 - 21 13 ½ (25;691)
Perkins Foods PLC Sp(Net) Cum Cnv Red Pri 13p - 116 8 6 ½ 558 6
Pitterd Garmar PLC 95% Cum Pri 21 - 38½ 40 (27;691)
Portomourh&Sunderland NewspapersPLC 11,5% 2nd Cum Pri 21 - 105 (25;691)
Preseac Holdings PLC 10,5% Cum Pri 21 - 80 (26;691)
Principal Hobbis Group PLC 11% Cnv Uns Lr St. 94/86 - 250 (25;691)
Custras Most Houses PLC 10% 1st Mrg Deb St. 2020 - 251% (27;691)
Cuidca Group PLC 10% Cum Pri 21 - 84 (25;691)
REA Hodgs PLC 5% Cum Pri 21 - 55% (22;691)

(227-691) Fing Rate Une Ln Stk 95/98 - £85 (227-691) (22Fe61) RPH Ld6% Deb S& 92/96 - \$830 4%% Une Ln Stk 2004/09 - \$20

(277-991) 974 Uns Ln Sik 99/2004 - 250 83% 4% (27691)
Racel Electronics PLCADR (2:1) - \$7% .5
.59 .9 .9 .97 6 .01 .02 .03 .05
Racel Security Left % Uns Ln Sd: \$7/92
- \$93 (22Fe91)
Racel Telecom PLCADR(10:1) - \$33.47 \$

- 253 (22F601)
Racel Telecom PLC ADP(10:1) - 233.47 S.
65% 25 .9978
Rark, Organisation PLC ADR (1:1) - 514
Ranks Horis McDougel PLC 5% Curn "A"
Pri 21 - 50
6% Curn "3" Pri 21 - 50%
81% Uns Ln 58: 90/84 - 192 (27F691)
53/% Uns Ln 58: 91/85 - 291 % 3
Ramones PLC 8.250 (Net) Curn Crv Pri
12.5p - 77 8 80 0
Ratters Group PLC ADR (31) - 59%
(22F691) (22Fe81)
Readigual Internetional PLC6\*V, Urs Ln
Str. 88/93 – 288 (25Fe81)
Readist & Colman PLC6\*V Cum Pri 21 –
42 (25Fe91)
Read International PLC6\*V Cum Pri 21 –
38 of the C6\*V Cum Pri 21 –
38 of the C6\*V Cum Pri 21 –
38 Renold PLC5% Cum Pri Stk £1 - 48

Carrier Cum Pri Sit 21 - 48 (207-91)
Ropola Ld Free Sha FM10 - FM58 Rockwars Group PLC7.25% Chv Cum Red 2nd Pri 21 - 88 8% Uns Ln Sit 96/86 - 973 (28Fe91)
Ropolar PLC11X% Cum Pri E1 - 97 (28Fe91) (22Fe61)

Rugby Group PLC 9% Uns Ln St. 95/96 —
£74 (20Fe61)

Russet(Alexander) PLC 5.75% Curn Crw
Red Pri - 55 (22Fe91)

SD-Scloon PLC Wernerks to sub for Ord —
3 (26Fe61)

Seatchi & Seatchi Co PLCADR (3:1) bury(J) PLCADR (1:1) ~ \$8%

(25Fe61) 6 %% 1st Mig Deb Stk 68/93 - 286 (ICH 491) 8% Ind Une Ln Stk - 873 (25F481) cape Group PLC8% Une Ln Stk 88/95 (25/497)

3% Ind Uns Ln Stk = 2/3 (25/491)

525pe Group PLC3\*N Uns Ln Stk 38/95 ~

2560

Scholl PLC8\*% Cum Red Pri 2006/11 21 = 81

- 386 ½ (27/491)

5% Crw Cum Red Pri 2006/11 21 = 81

(25/491)

5% Crw Cum Red Pri 2006/11 21 = 81

(25/491)

5% Crw Cum Red Pri 2006/11 21 = 81

(25/491)

5% Crw Cum Red Pri 21 = 580

Schoptis Group LL Grd 50 = 1420

Siden Group PLC7\*N & Uns Ln Stk

2007/6 = 258 (27/491)

5most (Weisin) PLC5.825% Crw Cum Red

Pri 21 = 62 (25/491)

500 Group PLC3.15% Cum Pri 21 = 30¢

(22/491)

3% Uns Ln Stk 56/82 = 255

1% Uns Ln Stk 56/82 = 255

1% Uns Ln Stk 56/82 = 585

3% Red Uns Ln Stk 56/82 = 585

5% Red Obe Stk 57/82 = 525

5% Red Obe Stk 57/82 = 535

5% Red De Stk 57/82 = 535

.1 ½ % %
Smarfilefiteron)Group PLC 10%% Uns
Ln Sit 75/95 - 1088
94% Gre Uns Ln Nts - 10190
Stag Funfalture Hidgs PLC 11% Cum Prf &1
- 62 (277-981)
Sterling Industries PLC 1st Prf55/%
Cum)21 - 43 (227-991)

Storehouse PLC9% Criv Lins Ln St. 1992 - 131 Symonds Engineering PLC Ord Sp - 10 T & N PLC 8% Mig Deb Six 87/52 - 293% 10.1% Mig Deb Six 90/25 - 290 4 11% Mig Deb Six 95/2000 - 297

(22FeS1) TT Group PLC10.875% Cnv Cum Red Pri Sha 21 1997 - 103 Farmac PLC6'x % Deb Sik 86/84 - 285 (26Fe91) 73 % Deb Stk 87/92 - 254 (27Fe91) 7% % Deb Stik 89/94 - £86 % Telfos Hidge PLC Warrants to sub for Ord -16 8'4 Cum Pri £1 - 65 (26Fe91) Termessee Gas Pipeline Co 10% 55g/\$ Criv Uns Ln Stk 91/95 - £110 (22Fe61) Tesco PLC4'% Lins Deep Disc Ln Stk 2006

Tigrig(Thomas) PLC5.25% Cum Pri 21 - 81 (277691) Stk 89794 - 285 (277691) Stk 89794 - 285 (277691) Toxice Group PLC 11%% Une Ln Sak £1/96 - 257 (257691) Toxic Group PLC5% Cum Pri 21 - 39% 40 (257691) 76% Une Ln Sik 89/94 - 292 (257691) 76% Une Ln Sik 89/94 - 292 (257691) 76% Une Ln Sik 89/94 - 292 (257691) 76% Our Pri 21 - 39 (257691) 76% Une Ln Sik 89/99 - 272 (267691) 8% Une Ln Sik 89/99 - 272 (267691) £47% % ng(Thomas) PLG5.25% Cum Prf £1 =

89 Uns Ln Six 94/89 - £72 (26Fe81) 9%% Uns Ln Six 2000/05 - £78% 10%% Uns Ln Six 2001/05 - £83% Ф 17arsport Development Group PLC 4.7% Curn Prf £1 - 52 (22Fe81) 8%% Uns Ln Six 2008 - £82 12%% Uns Ln Six 2008 - £103% £28Fe81

(26Fe81)
Trustoo, Finance PLC11%% Sev Deb So.
2018 (FPAL-11/3/91) - £100% % %
1% (28Fe81)
Trustficuse Forte PLCWarrants to sub for 9.1% Uns Ln 5tk 95/2000 - 280 2.1% Urs Ln Stk 95/2000 - 280 (277-951)
Urigets PLG5% Urs Ln Stk \$1/96 - 273 (277-951)
5%% Urs Ln Stk \$1/96 - 279 6%% Urs Ln Stk \$2/97 - 281 (257-91)
Urigets PLC ADR (k.1) - 286%
5%% Urs Ln Stk \$1/2006 - 258 6% 40% 50%% Urs Ln Stk \$1/2006 - 276 6% 60 %
Ursion International Co PLC6% Cum Pri Stk \$1 - 48 (277-951)
7% Cum Pri Stk \$1 - 40 Ursiays Corp Cum Stk \$5 - \$4.6 Ursiays Cum \$5 - \$4.6 Ursiays

Vickers PLC Pfd 6% StigNon-Cum) - 243 (25Fe91)
9'% Curr(1ax Free To 30p)Pri Stk 21 55 63N k (27Fe91)
Weddington(John) PLC5.8% Curr Pri 21 58 (25Fe91)
Wegon industriel Hidge PLC7.25p (Net)
Crv Prig Pri 10p - 110 (27Fe81)
Weller & Staff Hidge PLCOrd 5p - 115
/27Fe91)

Walker & Sant Peoge PLCord Sp - 115
(27Fa91)

Warmer-Lambert CoCord Six \$1 - \$79,002352 (89Fa91)

Westerry PLC311% Cum Pri £1 - 40

Westerry PLC311% Cum Pri £1 - 40

Westerry Coup PLC Warrants to sub for Ord - 48 50

7% Deb Six 87/32 - £90 (28Fa91)

121% Deb Six 87/32 - £90 (28Fa91)

Whitecroft PLC4.1% Cum Pri £1 - 37

Wison(Cornos)/Higgs PLC 101% % Cum 2nd Pri £1 - 90 (25Fa91)

Wordester Group PLC Cum Red Criv Pri 10p - 11449

Yerox Corp.Cord Six \$1 - \$54 449 8.0549

Yule Cetto & Co PLC 11% % Cum Red Pri 1998/2003 £1 - \$5 (27Fa91)

Electricity of bargeins included 3707 Eastern Electricity PLC Ord 50p (Fleed Int Cert-100p Pd) - 184 4 A177 % % 5 5 % % 6 6 7 7 % % 8 8

% \$ 6 6 7 7 % % 8 8 ast Midlands Electricity PLCOrd 50p (Flegd Int Cert-100p Pd) - 176 6 .4117 .4116 % % 7 7 .429 % % .5888 8 8 .071 n Electricity PLC Ord 50p - 23.05 London Electricity PLC Ord 50p - 23.06 (26Fe31)
Ord 30p (Regd Int Cert-100p Pd) - 181 2 2 % 3 3 4 4 % 5 8 8
Marrwey PLC Ord 50p (Regd Int Cert-100p Pd) - 207 7 8 8 9 10 10 1 2
Midlende Electricity PLC Ord 50p (Regd Int Cert-100p Pd) - 174 % 5 6 6 7 7 .0885 8 8
Northern Electricity PLC Ord 50p (Regd Int Cert-100p Pd) - 190 80 1 1 2 2 % 3 5
NORWEB PLC Ord 50p - 23.16 (27Fe01)
Ord 50p (Regd Int Cert-100p Pd) - 188 9 9 % 90 90 1 1 2 3 8

9 9 % 90 90 1 1 2 3 8 SEEBOARD PLCOND 50p (Regd Int Cart-100p Pd) = 172 2 8 8.913 4 4 6 5 % 3678 8 6 7 7 72 2 8 8.913 4 4 6 5 % 3678 8 6 7 7 7 7 2 2 8 8.913 4 4 6 5 % 3678 8 6 7 7 1 7 1 % % 874 2 2 8 3 % 4 4 6 8 5 6 6 7 1 1 % 8 8 7 8 8 9 10 10 1 % 2 8 7 8 8 9 10 10 1 % 2 8 7 8 8 9 10 10 1 % 2 8 7 8 8 9 10 10 1 % 2 8 7 8 8 9 10 10 1 % 2 8 7 8 8 9 10 10 1 % 2 8 7 8 8 9 10 10 1 % 2 8 7 8 8 9 10 10 1 % 2 8 7 8 8 9 10 10 1 % 2 8 7 8 8 8 9 10 10 1 % 2 8 7 8 8 8 9 10 10 1 % 2 8 7 8 8 8 8 9 10 10 1 % 2 8 8 8 9 10 10 % 2 8 8 8 9 10 10 1 % 2 8 8 9 10 10 1 % 2 8 8 9 10 10 1 % 2 8 8 9 10 10 1 % 2 8 8 9 10 10 1 % 2 8 9 10 10

Yorkshire Electricity PLCOrd 50p (Regd Int Cert-100p Pt) = 183 4 4 % % 6 5 % 8 81.5 Regional Electricity Companies Package Units (Regd Int Cert-21000 Pt) = 21810 10 6 5 6 7 7 20 20 5 5 6 6 30 30 5 Financial Trusts, Land, etc

Aberforth Smaller Compenies Tet PLC Ord 25p - 107 9 Whs to Sub For Ord - 33 Astra Malayelan Growth Pund(Cayman) Ld Ord 50 01 - 38.356 Bebook Prebon PLC8.75p (Net) Red Curn Crn Pri 20p - 27 (22Fe01) 8.5p (Net) Red Curn Crn Pri 20p - 23 Delty Med & General Trust PLC Ord 50p -24e

Delty Mell & General Trust PLC Ord 50p — 249
ETT Group PLC Werrants to sub for Ord — 11/4 (25Fe81)
Exploration Co PLC Ord Sitk 5p — 175 (28Fe81)
First Debenture Finance PLC 11, 129%
Severally Ord Deb Sitk 2018 — 1299%
(22Fe81)
Foreign & Col Reserve Asset Fund Ld
Phylhedird 50,05 CL Z (Gold) — 23,87564 (28Fe81)
G.T.Asia/Sevetraghturd Ld Phylhed Pri 1p — 848,824

\$48.500
S.T. Chile Growth Fund LdOrd \$0.01 –
\$11% (28Fe81)
Warrants to sub for Ord – \$2 (26Fe81)
Govet. Flexithmid Ld Pig Red Pri
\$0.01(UR-fighthroumProtriotic) – 485
(27Fe81)
Greece Pund LdShis \$0.01 (IDRs to Br) –
\$2550 Depository Warrants to sub for She -\$2550

S2550
Guitness Flight Global Strategy Fd Ptg
Red Prf \$0.01(U.K.Fund) = 220.28
(27Fe91)
Ptg Red Prf \$0.01(Llapen&Pacific Fund)
- \$78.4 (25Fe91)
Higheroft Investment Trust PLC Ord 25p =
159 INVESCO MIM PLC Was To Subscribe for Ord - 30 scheape PLC6%% Cum Red Pri 90/92 \$1 

Korus-Gurope Pand Ld Shs \$0.10 - \$5.05 (257691) She(DR to 84) \$0.10 (Cpn 3) - 2.76 6 6.16 2500 2576 MM Britannia Jarsey Citt Pand Ld Ptg Red Pri 1p - 17.1 (267691) Malaysian Smaller Cox Fund (Cayman)Ld Crd 90.01 - \$6 81 (257691) Mante Pand (Cayman) Ld Ptg Red Pri \$0.01 - 90 % (277691) Motoramaen Fund Ld IORs (67) (in denom of 10 Shs) - \$600 (257691) Murray Ventures PLG11.1 % Osb Sk 91;86 - \$36 (267691) Notional Westminster (CL1)Equity Fund Ld Ptg Red Pri 1p - 210 (277491) Option Growth Fund Ld Ptg Red Pri 50.01 (Ch) = \$5 (227691) Prautical Investment Co PLC Ord 10p - 100 It

Precisial Investment Co PLC Ord 10p —
106 %
Sociata Asian Investment Co Ld Warrants
to sub for Ptg She - 32 3 (25Fe91)
Siam Sociate Companies Fund Ld Ord
50 Jn - 56% 6% (25Fe91)
Simp Sociate Companies Fund Ld Ord
50 Jn - 56% 6% (25Fe91)
Simp Sociate Companies Fund Ld Ord
50 Jn - 56% 6% (25Fe91)
Simp Sociate Companies Fund Sociate
For She - 3146
Shit 2001 - 257 (26Fe91)
The Workdwide Shatagy Fund Sociate
105 (25Fe91)
She NPV (Burope Fund) - 142.73
(26Fe91)
She NPV (Burope Fund) - 142.73
(26Fe91)
Theiterd International Fund Ld Ptg She
50 Jn (26Fe91)
Theiterd International Fund Ld Ptg She
50 Jn (26Fe91)
Theiterd International Fund Ld Ptg She
50 Jn (26Fe91)
Theiterd International Fund Ld Ptg She
50 Jn (26Fe91)
Theiterd International Fund Ld Ptg She
50 Jn (26Fe91)
Theiterd International Fund Ld Ptg She
50 Jn (26Fe91)
Theiterd International Fund Ld Ptg She
50 Jn (26Fe91)
Theiterd International Fund Ld Ptg She
50 Jn (26Fe91)
Theiterd International Fund Ld Ptg She
50 Jn (26Fe91)
Theiterd International Fund Ld Ptg She
50 Jn (26Fe91)
Theiterd International Fund Ld Ptg She
50 Jn (26Fe91)
Theiterd International Fund Ld Ptg She
50 Jn (26Fe91)
The She She She She She She She
50 Jn (26Fe91)
The She She She She She She
50 Jn (26Fe91)
The She She She She
50 Jn (26Fe91)
The She She She She
50 Jn (26Fe91)
The She She
50 Jn (26Fe91)

Insurance No. of bargains included 1256 NO. OR Dergains included 1996
General Act Fire&Life Asso Corp PLC
7%% Uns Ln Six 87/92 - 294
7%% Uns Ln Six 82/97 - 284
Guardian Royal@xxtange AssurancePLC
7% Cum Rad Pri St - 84
7% Uns Ln Six 82/91 - 255
Skandia Group insurance Co Ld Sha SKS
- SK178-768 9.9 80.85
Willia Corroon PLCADR (5:1) - 227.299

Investment Trusts

No. of bergeine Included 1600

American Trust PLC 5% Curn Pri Sok – 5439

Settle Gittord Shin Neppon PLCWarrents to sub for Ord – 74 (25Fe31)

Benkars Investment Trust PLC 10%% Deb Stk 2016 – 594 (27Fe81)

Pritish Assets Trust PLC 7% 5% Pri StuCurn) – 240

Equities Index ULS 2006 10p – 105 6 10

British Empire Sec & General Trust 10%% 10
British Sropins Sec & General Trust 10%%.
Deb Six 2011 - 292% (255-651)
British kvestrent Trust PLC11.125%
Secured Deb Six 2010 - 298% % %
% (27Feb1)
C.S.G.linestment Trust PLCOrd 25p - 74 ering Trust PLC Ord 25p - 360 (25Fe91)
Channel letands 8 Inst Inv Trust Ld Ptg Red
Ptf 1p - 135 (26Fe91)
Drayton English & Int Trust PLC3%% Cum
Ptf 21 - 40 (27Fe91)
East German Investment Tet PLCOrd 25p
- 107 (25Fe91)

- rur (25F491)
Edinburgh Investment Trust PLC3.65%
Cum Pkl Sts. - 248 (25F461)
11%% Deb Stk 2014 - 2108% %
(25F491)
Fith Throgmorion Co PLC7.25% Crw Una
Ln Stk 2003 - 2105
Fighth Committee Ln Sd. 2003 – E105
Fierning Cavverhouse krv Trust PLC 11%
Deb Stk. 2008 – E98
Fierning Mercartile Inv Trust PLC 15%
Curn Pri Stk. E1 – 48 (27Fe81)
4%% Parp Deb Stk. — 230 (27Fe81)
Foreign & Col Invest Trust PLC 5% Curn
Pri Stk. E1 – 45 (27Fe81)
Garimora Value Investments PLC Zero
Dividend Pri 10p – 36% % 1/8
Govett Stretegic Inv Trust PLC 8/% Deb
Sik. 2017 – 287% 8 (27Fe81)
Law Deberture Corp PLC 3.85% Curn Pri
E1 – 47

\$1 - 47 Lezard Select Investment Trust LdPig Red Pri 0.1p U.K. Active Fund - \$10.22 (22Fe31) Pig Rad Pri 0.1p U.K. Liquid Asesta Fund - 998 (22Fe31) Pund - 986 (22Fe91) everaged Opportunity Trust PLCZer Con Chy Una Ln Std 96/99 - 290 (25Fe91)

London & St. Lawrence Investment PLC
Ord Sp = 111
Marin Inti Green Inv Tat PLCOrd 2Sp = 79 %
Metropoitan Trust PLC4% % Cum Pri S1 = 49 000 cm² 1 79 %.
Metropolitan Trust PLC4% % Cum Pri £1
– 42 (27Fe81)
5% Cum Pri £1 – 45
New Throgonomon Trust(1983) PLC12.8%
Deb Stk 2008 – 5102 (25Fe81)
Zero Cpn Deb Stk 1998 – 646%
(27Fe81)
Paribas Franch Investment Trust PLCSera
"A Warranta to sub for Ord – 22
(27Fe81)
Sers "B" Warranta to sub for Ord – 22
(27Fe81)

Sers "EF Werrants to sub for Ord - 22 (277-97)

Sers "EF Werrants to sub for Ord - 22 (277-97)

Sights and lesuse linv Trust PLC7%\*

Cum Pri St - 38 (287-97)

Scottish Mortgage & Trust PLC6-12%

Stepped Int Deb Stk 2026 - 2105 (227-97)

Scottish National Trust PLC6% Cum Pri St - 81 (287-91)

10% Deb Stk 2071 - 593

Secutive Trust of Scotland PLC 4%\*

Cum Pri Stk - 2571 (257-92)

7% Deb Stk 88/83 - 290

Shires Investment PLCWarrants to sub for Ord - 17

Strate Investment PLCWarrants to sub for Ord - 47 8

Smaller Companies Inv Trust PLC Wits To Sub For Ord - 17

Strate Investment PLCWarrants to sub for Ord - 30 (277-91)

TR City of London Trust PLC Ptd Ord Stk(2074 Non-Cum)E1 - 186 (297-91)

10 % Deb Stk 2020 - 252 (277-91)

11 11% Deb Stk 2020 - 252 (277-91)

11 11% Deb Stk 2020 - 252 (277-91)

11 11% Deb Stk 2020 - 252 (277-91)

11 Trot Investment Trust PLCWarrants to Sub for Ord - 6 (227-931)

Tric Investment Trust PLCWhs to Sub for Ord – 6 (227-631)
Trust of Property Shence PLCWherrants to sub for Ord – 15 (227-631)
Updown Investment Co PLCOrd 250 – 410 (257-631) Unit Trusts No. of bergains included 24

M.S. G., American Standar Co's Fundinc Units = 80% X-\$ Accum Units = 81.8 M.S. G. European Dividend Fundinc Units = 48,7 (29F-81) M.E. G., International Income Fundinc Units = 53.3

Mines - Miscellaneous No. of bergains included 287 Blaichi Mining PLC 10p - 25 (22Fe81)

El Oro Mining Bizgioration Co PLC Ord
10p - 388 (28Fe81)

Europa Minieralis Group PLC Ord 2p - 20 2
Northchart Investments LdR 0.10 - 20.16 (27Fe81) RTZ Corporation PLC3.325% "A" Cum Prf £1 = 40 (25Fe81)

Mines - South African No. of burgains included 51 Barnisto Exploration Ld Ord R0.01 - 28 (28Fe91) DAB Investments Ld Ord R0.01 - 135 (25Fe81) (25Fe81) Johannesburg Cons Invest Co LdR0.10 – 28.45 (25Fe81) Trans-Netal Coel Corp LdR0.50 – 200 Witwiseranni Migel Ld Ord R0.25 – 6 (22Fe81)

Oil No. of bargains included 2927 Oil No. of bargains included 2927
British Petroleum Co PLCWarmits to purchase ADS - 36% 4 8% 6 8.96804
8% Cum 1st Pri 21 - 76 (277-97)
Burmah Castrol PLC7K% Cum Red Pri 21 - 61 3 (277-97)
GW Cum Pri 21 - 67 (257-98)
GP Sept (257-97)
Enron Corp Shs of Cum Sts \$10 - \$55.003
(257-97)
LASMO PLC 19% Deb Sts 2000 - \$92%
Shell Transport&TradingCo PLC Ord Shs
(Br) 25p (Cpm 186) - 465 (277-93)
6 %% 151 Pri(Cum)21 - 46 (257-93) Property No. of bargains included 838

Property No. of bargains Included 838

Alfied London Properties PLC 10% Curn
Pri 21 = 80 (25Fe81)

Barnyaon Hidge Ld8 k% 1st Mkg Deb Sik
85/33 = 289 (25Fe81)

Bradford Property Trust PLC 10% % Curn
Pri 21 = 80 (25Fe81)

British Land Co PLC 10% % Did 1st Mkg
Deb Sik 2019/24 = 289% (27Fe91).

British Land Co (Jensen) Ld6 825% Crw
Cap Bde 2011 (Reg) = 108 % % 9 10

British Land Co (Jensen) Ld6 825% Crw
Cap Bde 2011 (Reg) = 108 % % 9 10

British Land Co (Jensen) Ld6 825% Crw
Cap Bde 2011 (Reg) = 108 % % 9 10

British Land Co (Jensen) Ld6 825% Crw
Cap Bde 2011 (Reg) = 108 % % 9 10

British Land Co (Jensen) Ld6 825% Crw
Cap Bde 2011 (Reg) = 108 % % 9 10

British Land Co (Jensen) Ld7 % 1st Mtg Deb Sik 2027 = 287 % % %
31% Unis Ln Six 91/96 = 287

City Site Estates PLC5.25% Crw Curn Red
Pri 21 = 81 (27Fe81)
7% Crw Unis Ln Six 2005/08 = 275
(27Fe81)

Darse Estates PLC7.75% Crw Curn Red 7Fe91) Extense PLC7.75% Criv Curn Red Darist Estates PLC7.75% CN Curn Rea Pri St. - 20 2 3 30 2 7 5% Una Ln Stk 92/97 - 276 (92/991) Great Portland Estates PLC8.5% 1st Mtg Deb Stk 2016 - 290 % k % Gryscost PLC88/% Curn Red Pri 2014 21 - 82% 4 % Harmerson Prop Inv&Dev Corp PLCOrd 2% - 710

Hammerson Prop InvaDev Corp PLCOrd 25p = 710 Healemere Estates PLC10%% 1st Mig Deb Stx 2016 - 291 % (26Fe91) Land Securities PLC5% 1st Mig Deb Stx 56/93 - 289 (27Fe91) 81% 1st Mig Deb 81k 93/98 - 278 (26Fe91) 7X% 1st Mtg Deb Stk 91/95 - 280 7 X% 1st Mig Deb Sik 91/95 - 280 (287-97) 7 X% 1st Mig Deb Sik 95/2001 - 287 8 X% Uns Ln Sik 92/97 - 278 X (287-91) 8 X 1st Mig Deb Sik 92/97 - 278 X (287-91) 8 X% Uns Ln Sik 92/97 - 258 8 Lsw Land PLC7 X% 1st Mig Deb Sik 56/91 - 129 (227-97) London&Prov Shop Centrestfidges/PLC 10% 1st Mig Deb Sik 2026 - 283 X MEPC PLC9 X% 1st Mig Deb Sik 2024 - 285 X 8 X (277-97) 8 X Uns Ln Sik 2024 - 285 X 8 X (277-97) 8 X Uns Ln Sik 2024 - 285 X MacRin International Properties Ld Curri Red Circ Pri 21 - 6 2257-97) Mountaigh Group PLC6 X% Curr Pri 21 - 61 (257-97) 10 X Curr Pri 50 - 33 (267-97) 10 X Curr Pri 50 - 33 (267-97)

10% Cum Pri 50p - 33 (26Fe91) 5-25% (Net) Chy Cum Non-Vtg Pri £1 ~ 32% 1st Mg Deb Stk 2011 – £31%.
Property Security Inv Trust PLC 8% Cum
Pri £1 – 93 (25Fe81)
Scottleth Metropolitan Property PLC 10%%
1st Mig Deb Set 2018 – £89x.
Steld Group PLC Ord 5p – 76
Speytnewk PLC 978% Cum Red Pri 2014
£1 – 22% & 5, 4 4 Town Centre Securities PLC0% Cnv Uns Ln 9tk 98/2000 - 2165 (27Fe91) Wynchiam Group PLC9.375% (Ned) Cum Cnv Red Pri E1 - 28 9% 30 1 3 5

**Piantations** No. of bargeins included No. of bargains included 6
Chillington Corporation PLC Dtd 25p = 45
(227691)
8%% Cum Red Prf 21 = 60 (257691)
8%% Criv Una Lin Std 1999 = 280%
(227691)
Dunidop Plantationa Ld 6% Cum Prf 21 =
52% (277691)
Maisteoff Berhad Std = \$M2.01
Nurborough Plantations PLC Ord 10p = 25

Shipping No. of bargains included 420 Bergstein d-y AS'-A' Vrg Shs NiC2.5 -NiC134% 5.4 8.4 % 7 % 66 "B' Non Vrg Shs NiC2.5 - NiC134% 6 4 4 % 8.6 5 % 7 7 Peninsular & Oriental Steam Nev Co5% Curn Pid Sik - £41 (25Fe91) 3%% 2nd Deb Sik(Perp) - £30 (22Fe91)

Utilities No. of burgains included 10 American Information Tech. Corp Shs of Corp Set \$1 - 985,377814 (26F-981) Cattornia Energy Co Inc Shs of Corp Set \$0.0075 - 24,9582400 5.0867270 \$ 9,8180 9.8189 GTE Corporation-Shis of Curn Sik \$0.05 – \$30.95(2633 (25Fe31) Manchester Ship Carea Co 3%% Perp Deb Sik = 236 (22Fe31) Mersey Docks & Harbour Co 6%% Red Deb Sik 9497 – 278 St (25Fe31) Pacific Gas & Electric CoShis of Curn Sik \$5 – \$24% (27Fe91)

Water No. of bergeine included 740

Wateir No. of bergeins included 740
Bournemouth & District Water Co
3.5%(Fmly 5%)Core Ord Sid. ~ 2000
Bristol Waterworks Co3.5%(Fmly 5%)Max
Ord Sid. ~ 2500 (227ed?)
Chester Waterworks Co4.2%(Fmly 5%
Max)Ord Sid. ~ 21650 (25Fed?)
3.15%(Fmly 4 %)Pri Sid. ~ 21650
(25Fed?)
Cohre Vatery Water Co 10% Red Deb Sid.
98/98 ~ 2544 (25Fed?)
Hartlepools Water Co 70% Sid. ~ 2400
(27Fed?)
South Stafforderine Waterworks Co9 % %
Red Deb Sid. 58/2500 ~ 254 (27Fed?)
Sunderland & South Shields Water Co
75% Red Deb Sid. 52/254 ~ 25549

Miscellaneous Warrants No. of bargains Included III Bankers Trust International Ld Wite Rel to Ord She in BP 10/791 - E0.0027 (25-64) PutWashel to FT-SE 180 Index 50/3/93

Putvisite to Fr-SE 160 index 30/3/5 - £132 (25Fe91) Citizenic N.A. Cell Wits Rel to FT-SE 100 Index 30/3/92 - £1.26 (27Fe91) Satomón IncCall Warrants to purchase Ord She of ICI - £0.016 (29Fe91)

**USM Appendix** 

AmBrit International PLC5% City Une Ln Six 1996 – 235 5 8 (22F-461) Apollo Metalis PLC5p(Net) Curn Criv Red Prf 10p – 179 (28F-531) BLP Group PLC5p (Net) Criv Curn Red Prf 10p – 45 (28F-691) Beckstham Group PLC5% Red Curn Non-Wb Prf 21 – 62 16

Beckerham Group PLC9% Red Cum
Non-Vig Pf 21 - 62 %
Bediorq(Wilson) PLC Ord 5p - 27
(25FeP1)
Cheme; International PLC Ord 5p - 12
(22FeP1)
Casemank Group PLC 13% Crw Una Ln
Six 9297 - 219% (29FeB1)
Expedier PLC7.75% Crw Cum Red Prf 21
- 30 (22FeB1)
Great Southern Group PLC8.75p Cum Crw
Red Prf 5p - 79
Guidelnouse Group PLC8.5p (Nan) Crw
Cum Red Prf 2006 50p - 90.16
Harcourt Group PLC9.5p Crw Red Prg
2001/05 50p - 50 (25FeB1)
MM PLC Ord 1p - 20 %4 (22FeB1)
MM PLC Ord 1p - 20 %4 (22FeB1)
MM PLC Ord 1p - 20 %4 (22FeB1)
MM PLC Ord 1p - 10 (25FeB1)
Ord 10p - 111 2.85

Ord 10p - 111 2 & 5 Savage Group PLC 6,5% (Net) Cum Red Crw Prt 1 - 43 (25Feb1) Sart Cowells PLC Ord 25p - 26 Sheldon Jones PLC Ord 25p - 75 Tullow Oil PLC Warrants to sub-tor Ord

Aust. Foundation law AS1.8144 (22/2) Aust. Oil & Gas AS0.843 Boral Ord. AS3.7738 (27/2) City Developments SS3.14 (26/2) Dainippon Screen Manufacturing V1530 (27/

2)
Forest Laboratories \$30.25
Harland Llohn H) Co \$21.3754 (26/2)
Highweld Steel & Vanadium R14.0 (27/2)
Idaho Power Co \$26.584
Kerr Addison Miles \$5 (22/2)
Keystone International \$31.54 (27/2)
Killieghall Tin (Malaysia) 8erhad Od M\$2.2039 (26/2)
Kuata Sidiar Rubber M\$1.8461, 1.85076
Kulim Malaysia Ord (Malay Reg) \$\$1.28
Kulim Malaysia Ord (Malay Reg) \$\$1.28 Culim Malaysia Oru tmem, 1,287
Malayari Credit SS1,959
National Electronics (Consolidated) 3
Noranda inc SS1,737 C5/20
North Borneo Timbers SS0,974, 0,98
Oil Search AS0,558 (27/2)
Palabora Mining R69,75 (27/2)
Playmate 3ddy CX0,834 (27/2)
Playmate 3ddy CX0,834 (27/2)
Saab-Scanik A SK285
Selangor Coconeus MS2,0896
Westralian Sands AS1,8352 (22/2)
Windsor Industrial Corp 504

1 URS international incSts of Cum Stk \$0.01 - 0.252 (285-691) Wyerele Garden Centres PLC8.5% (Net) Car Cum Red Pri £1 - 112 By Paradaplan of the Stock Exclusing Court

## MALMO & S.W. SWEDEN

The FT proposes to publish this survey on 8 April 1991. It will be of particular interest to the 58% of the Chief Executives of Europes largest companies, who are regular FT readers. If you want to reach this important audience, with an advertisement call Chris Schaanning on 071 873 3428/4823 or fax 071 873 3079 or Bradley Johnson FT representative for Sweden, Box 15099,S-750 15 Uppsala, Sweden, Tel/Fax:18 25 3726.

**FT SURVEYS** 

## **EUROPEAN** FINANCE & **INVESTMENT PORTUGAL**

The FT proposes to publish this survey on 23rd April 1991.

It will be of particular interest to the 89% of the Institutional Investors in Europe who are regular FT readers. If you want to reach this important audience, call Henry Krzymuski on 071 873 3699 or fax 071 873 3079.

**FT SURVEYS** 

in

at-

in

эħ.

IE.

#### LONDON STOCK EXCHANGE

# Firmer close after an erratic session

THE UK stock market ended a highly successful week, which saw the equity sector rise by just over 3 per cent, on a confident note yesterday, although share prices moved more erratically than in the previous trading session. Speculation on a June election in the UK and hopes that the rebuilding of Kuwait may stimulate a construction industry-led recovery in the UK economy huttresser the investment confidence aiready fueled this week by a cut in domestic base rates and

is believed a ting its delik ether to an

es of the set

omobiliste anded in Paris E. The bank ouncement

ouncement was said Mr Frie

teal come

Consident

it wanted

ng its but

anking lay 1960. he de Credit he by the end of a Front six months of the country is to be the country of the country is a country of the coun

125 210 Staffe ·

talks .

kers

Seliar Mari

aded proper

d entered to bank lead outting is k

on a me

ankers 🣚

ering to

uce gen

not are

t the come

No debt 5:

xt the 🍇

i. FSM 🚉

30m.com

Sľ

ancy

I businesse

Sar ma

1162 200s

か 1年 19 注 わい 12 日本語

· MURTINE 8

Chieff Tel

11 27 EFF

U. C. DER ೯೯೧ ಜನೀನಿ

recess of the

um cum

1.0000

10 5 00000

in the E

or coordinate

reived. Bit

ereizat: E

learly is the

rrests of B

munity B

KINS THE

or Smith

ter humon

क कार्यार्थ हिंद

Shi less star

t just helps

per cent for

of the Atlant

The Park Control

the end to fighting in the Gulf. However, it was not until the end of the day when Wall Street reversed an early loss that UK stocks shook off an initially uncertain trend. Investors were restrained by a range of factors, including the overnight fall in Tokyo and lower trends yesterday in other Euro-

Accoun	t Dealing	Dates
Feb 11	Feb 25	Mar 11
Peo 21	ona: Mar 7	May 27
Feb 22	Mar 8	Mar 28
Mer 4	Mar 18	Apr 8
ew dine death	ds may lete	

pean equity markets. After replacing an early fall of 12.5 on the FT-SE Index with a gain of seven points. London began to drift lower after Wall Street came in. The sudden rally in the Dow to a narrow gain hours brought an immediate response in the UK market. The final reading showed the FT-SE Index at 2,386.9, for a net rise on the day of 6 points. Over the week, the Index has gained more than 72 Footsie points and there were signs

interest was switching away from stocks on the Footsie 100 list, which have led the way ahead, and towards the smaller iseues which have to some extend lagged behind. Seaq vol-ume eased to 594.6m shares yesterday, still high by com-parisons with December totals, but well down on Thursday's 841.3m. Government bonds lost half a point in modest volume. However, there were no signs that institutional investors were selling stock at cur-rent levels. Most etrategists

yesterday that institutional

ish phase, A further reduction in UK interest rates is expected on or around Budget Day, now less than three weeks away. Hopes of benefit from the reconstruction of Kuwait were encour-

believe the market has further

to advance in its present bull-

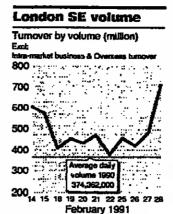
aged yesterday by news that the US Army Corps of Engi-neers will award contracts worth \$46m within two days more than 30 firme ara believed to be interested.

There were widespread gains construction issues, which had suffered hadly from the effects of high interest rates and recessionary pressures in the UK. Consumer stocks also found support and hanking shares continued to respond to the trading results announced this week. ICI, which cheered the market on Thursday by maintaining its dividend payment, made further ground in good volume yesterday.

Among the few uninspiring sectors were the oil shares, wbicb were beld hack by uncertainty over prospects for crude oil prices in the aftermath of the Gulf war.

FT-A All-Share Index

• Retail business in equities, more erratic this week, has increased following Wednes-day's base rate cuts and the ending of Gulf hostilities.



Developments, 14 higher at 325p and Owners Abroad, which added 4 at 52p.

A. B. Foods fell 8 to 470p as brokers began to weigh up the effect of falling UK interest rates on its large cash surplus. A. B. Foods has been one of the best performing stocks in the FT-SE index since the start of the year and food specialists said it might now be entering a

period of consolidation.

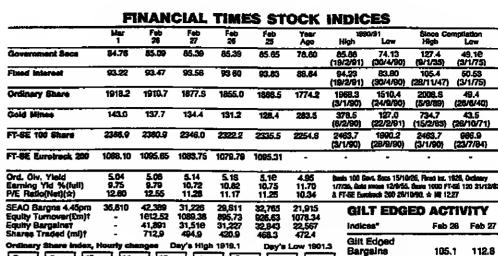
Unilever, still under pressure since its final results earlier in the week, eased 3 to 709p on signs of ewitching from the like Circle Unilever, still under pres-sure since its final results ear-lier in the week, eased 3 to the plc into the NV. Argyll gave up an early gain

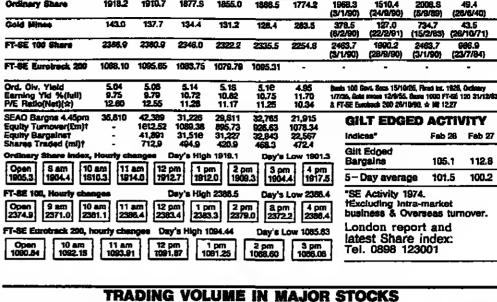
as some investors ewitched into Sainsbury. Argyll finished unchanged at 270p, while Sainsbury was up 3 at 328p. A two-way pull developed in Asda as 6.4m shares changed Asda finished unchanged 134p.

Poet-Gulf war ontimism appeared to invigorate the engineering stocks. Mucb of the activity was in second line stocks but British Steel, which has seen particularly heavy trading this week, gained 4 to 140p on a turnover of 5.3m. Hall Engineering, the metal

stockholder and processor, rose 8 to 91p following the announcement that it bad appointed a new managing director. Goodwin, the engineer and metal processor, climbed 14 to 35p on news that interim prof its had jumped from £70,000 to

 Other market statistics, including the FT-Actuaries Shere Index and London Traded Options, Page 11.





## **GrandMet** out of favour

Grand Matropolitan, the hotels, leisure and drinks group, was hit hy cautious comment from three brokers yesterday. The shares shipped 16 at one point before ending a net 8 lower on the day at 732p. Lehman Brothers changed its buy recommendation hold/take profits. Mr John Wakely at Lehman said that first half earnings would be almost flat. Retail sales in the US had slowed with Burger King, for example, being hit by the increase in US television viewing during the Gulf war. The departure this week of the head of marketing in the US did not help and that the benefits of an ADR listing (which makes the shares easy to trade in New York) had now been discounted. He said there was better value in Allied Lyons which looked better when described under US accounting

principles. Allied eased a penny at 526p. There were reports that Smith New Court had recommended switching from Grand-Met into Guinness. Mr Mike McCarthy at Smith said recent bear stories on Guinness had been overdone. There have been concerns voiced about the health of LVMH, the French luxury goods group with which Guinness has a near 24 per cent crossholding, and the sales of luxury and duty free goods in general. He said the shares were likely to recover sharply when the company's final results are revealed on March 21. Gainness firmed 2 to

805p. A small UK agency broker was said to have recommended switching from GrandMet into Bass, which climbed 20 to 1054p. The shares were additionally helped by hopes for the company's hotels business and the prospect of a stronger dollar belping US earnings.

#### Blue Circle active

The construction sector remained excited about rebuilding prospects in Kuwait and leading participants enjoyed further gains. Blue Circle, the cement producer which had remained relatively unmoved when the rest of the sector took off on Thursday, rose 8 to 274p on a turnover of

Analysts said the market,

which had previously concen-trated on builders, appreciated the shortage of an indigenous cement industry in the wartorn Gulf state.
The three builders among 10

UK companies selected for emergency contracts in Kuwait retained market eupport. Higgs & Hill, one of the week's big gainers, added another 5 to close at 368p. Laing was up 10 to 346p and Costain firmed 2 to

Trafalgar House rose 10 to 264p, with a turnover of 8.1m on the back of lower interest rates and post-war optimism. However, Mowlem lost much of its previous day's gains slip-ping 7 to 320p.

RMC, the world's biggest

producer of ready-mixed con-crete, regained 11 of the slide incurred when investors switched into a £78m issue of convertible Enrobonde announced by the company on Tuesday. The shares closed at

Havelock Europa, the shop-fitter, gained 4 to 116p on news of rationalisation at its plant ear Glasgow. Activity in the property sec-

tor was dominated by second liners. USM-quoted Ford Sellar Morris dropped 13 at one point before ending 9 lower at 30p. The company said it had "initiated discussion with the bank lenders to the group with a view to putting its borrowing facilities onto a revised basis A rise of 9 to 157p in Scottish and Metropolitan was blamed by traders on a badly handled buy order. Several stocks registered sharp gains in light trading as investors hunted for issues which had been left issues which had been left behind in the recent rally. The

Chesterfield, up 35 to 565p,

Dencora, 15 to the good at 152p and Glasgow-based property trader City Site Estates, which closed at 130p, a rise of 19.

Glaso fell sharply after early strength as a profits downgrading from US broker Merrill Lynch took its toll. Ms Eile Gibson took the stock off her buy list and cut her profits forecast for the current year from £1.2bn to £1.19bn. The shares ended at 972p, 2 easier on the day and 17 less than the day's high. The loss of a large engineer-

ing contract at its Australian ration left BTR 7 lower at 387p. US selling of Reuters was not quite matched by UK inter-est and the shares eased 6 to 796p. Turnover was a good 2m shares. A large early trade in Reckitt and Colman filled in a ebort position and left the price 15 down at 1374p. Pearson slipped 3 to 723p in

the wake of stories that its holding in Eisevier, the Dutch publisher, would be sold and that Elsevier would in turn sell its stake in Pearson. Sentiment was hit by the suggestions that Hoare Govett had turned negative on the stock. Ms Chris Munro at Hoare said she was positive in the medium term but cautioned that if Pearson did not sell its Elsevier shares, there could be some price weakness in the short term. Pearson turnover was again

Pittencrieff, the Scottish company which invests in oil and gas properties, moved up 11 to 100p on continued oil

British Gas was recilient despite an amouncement that the regulatory body Ofgas planned to act against a pro-

#### more Estates, 14 better at 335p, posed 35 per cent price

CAMADIANAS (1) MANDE CAMA (8)
CAMADIANAS (1) MANDE (1) BREWERS (2)
RULDINGS (18) CHEMICALS (2) STORES
(8) ELECTRICALS (18) ELECTRICATY (2)
ENGAMERINAS (4) PODOS (7) MOUSTRIALS
(21) STR Warrants 1904/95, Bakrd (Win.),
Barts, Benoik, British Assessment (21) BTR Warranta 1904/95, Bahrd (Wm.), Barts, Bespaik, British Aerospane Crv. Pri., British Yike, Cape, China Light, Glavo, Kalon, MalW Computers, Portets, RCO, Smithsfilme Beecham A, Do. Equity Units, Spring Ranz, Tombine 6<sup>1</sup>4 pc Pri., Unichem, Vinten, Werner

**NEW HIGHS AND LOWS FOR 1990/91** 

New Lows (15).

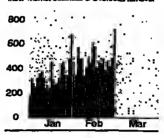
BANKS (1) STORES (1) ELECTRICALS (2)
FOODS (1) BROUSTRIALS (3) Billiam (L).
Chillington, Fabor Prest, MY Hidges, Platon
Int., PROPERTY (2) TEXTILES (1)
TRANSPORT (1) TRUSTS (1) OILS (1) MINTES

RISES AND FALLS YESTERDAY

	u	I FINUAL	,	OI I	16C MCC#	
	Rises	Fails	Same	Rises	Falls	Same
British Funds	10	67	9	93	264	73
Corps, Dom. & Foreign Bonds	Ŏ	5	16	9	26	70
Industrials	593	181	778	2,860	910	3,997
Fisage lal and Props	244	101	401	1.372	452	1,918
Ols	37	14	41	175	63	222
Plantations	i	-ò	9	7	3	40
Minee	. 71	15	77	288	85	446
Others.	75	31	43	288 326	85 166	446 246
	1 621	414	1 274	£ 120	1 040	7 012

#### 1150 1100 1050 1000 950 .:

**Equity Shares Traded** Tumover by voluma (million)



increase for bulk users. It firmed a penny to 242p on a turnover of 5.5m. Water etocks were steady. Wessex Water, which has seen

7 per cent of its shares traded in the past month and has become the most beavily traded stock in the sector, continued to benefit from a planned joint venture with a US company. Waste Management of the US, one of the world's higgest companies specialising in the treatment and disposal of industrial and domestic waste. It is to form a £125m joint venture with Wessex Water, one of the smallest of the recently privatised water

companies. Wessex rose 6" to The Water Package swung back from the previous day's slide to close up 12 at £2,990 and North West Water, which has suffered from cuts this week in analysts' profit fore-casts, recovered 2 to close at

Granada ended a dismal week on a firm note. The stock had heen hit hy widespread talk that BSkyB, the satellite television channel, was in trouble. There are several other owners of BSkyB, but as a proportion of the total busine is more significant for Granada. The shares dipped 4 at one point yesterday before ending unchanged at 177p. The decline on the week was 9.

The bunt continued for lei-sure stocks hard hit by fears that the Gulf war would hit tourism, and therefore might now be bargains. Yesterday's beneficiaries included Airtours, 4 firmer at 173p. Marina

THE end of hostilities in the Gulf and reduction in UK interest rates spurred a 60-point rise over the week in the March FT-SE 100 index futures, although by Friday the rally was showing some signs of running out of

**EQUITY FUTURES REVIEW** 

The quick Allied land victory over Iraq and cut in base rates gave the futures market the strength to break through resistance at 2,350 and go on to test the pyschologically important 2.400.

showed few signs of leading the stockmarket higher as every advance was met with institutional selling. March Footsie'e lead over the cash index - the premium - dropped to 7 points on Friday from 25 on Monday, clearly indicating the futures market'e nervous-

Bnt the futures market

The decline in the premium to just above the level which brokers calculate is necessary to account for future dividend payments and the cost of of the futures market's unwill-ingness to move much higher. However, there was a belief that the Allies' success in the Gulf and the prospect of a fur-ther cut in UK rates in March could still give futures a modest boost. March FT-SE closed at 2,394,

finance was another indication

up 5 on the day and 56 higher on the week. In after bours dealing March rose to 2,396. March's premium finished at 7 compared with 11 in the previ-

## LEADERS AND LAGGARDS

£230,000.

Percentage changes since December 31 1990 based on Thursday 28 February 1991

ctricals +	22.13	Transport
nglomerates +	21.19	Electricity
ntracting Construction +	19.61	Financial G
er Industrial Materials +	19.47	Textiles
emicals +	17.38	All Share in
pital Goods+	17.04	500 Share In
ctronics +	16.53	Stores
gineering-General+	15.92	Engineering
ilding Materials+	15.83	Water
urance(Lifa)+	15,48	Food Manul
ckaging & Paper+	15.24	Consumer (
tals & Metal Forming+	14.99	Media
ner Groups+	14.57	Food Retail
rchant Banks+	14.40	Hotels S Le
urance(Composite)+	14.35	Business Se
tors +	14.25	Brewers and
nks +	13.77	Property
estment Trusts+	13.40	Insurance(B
aith & Household Products +	13.09	Oli S Ges
lustrial Group+	12.86	Gold Mines
lephona Networks+	12.74	

**APPOINTMENTS** 

## BENCHMARK GOVERNMENT BONDS

		Coupon	Trinte	LUGS	Cuminge	Tesiq	#go	mga
UK GILTS		13,500	06/92	103-27	-03/32	10.74	10.75	11.37
		9.000	03/00	93-08	-13/32	10.1 <del>0</del>	9,94	10,18
		S.000	10/08	92-22	-15/32	9.88	9.70	9.91
US TREA	SURY "	7,750	02/01	97-22	-11/32	S.09	7.87	8.03
		8.750	02/21	95-24	-16/32	8.26	8.04	8.21
JAPAN	No 118	4,800	6/99	87.9387	-1,227	7.11	8.69	6,72
	No 129	6.400	03/00	98.1437	-1.400	6.73	6.34	6.51
GERMAN'	Υ _	\$.000	01/01	104,1500	-0.220	6.36	8.31	8.66
FRANCE	BTAN	9.000	02/96	99,1116	-0.193	9,22	9.27	9.83
	OAT	9.500	01/01	102.7800	-0.390	9.05	9.00	9.49
CANADA	•	9.750	06/01	100,8000	-0.550	9.62	9.64	10.03
NETHERL	ANDS	8.500	03/01	96.9900	-0.300	8.65	8.53	8.81
AUŞTRAL	IA	13.000	07/00	107.7161	-0.540	11.62	11.40	11.60
BELGIUM		10.000	08/00	104.4000	-0.300	9.26	9.02	9.34

Technical Data/ATLAS Price Sources

#### COMMODITIES

#### WEEK IN THE MARKETS

# Ceasefire gives prices a boost

Gulf gave a boost to most com-modity markets this week including gold, which had evi-dently already lost the premium it was assumed to have been carrying as a "safe haven" for money in times of

For the industrial metals now taken to include silver and platinum - the market response was in line with expectations, as there had been fears that a protracted conflict could hasten the world economy's decline into recession. In the world sugar market the outbreak of peace was seen as mility bullish for the same rea-son, as well as the fact that Middle Eastern countries are substantial importers.

With the start of the ground war the gold market appeared to go into neutral, trading very narrowly just above the recent seven-month low. But news of the ceasefire was greeted on Thursday with a \$5.30 rise to \$364.75 a troy ounca and another \$1.80 was added yesterday. Some dealers were sugesting that with good physical densited expected from the Middle East, a test of realstance between \$368 and \$370 and ounce was now on the cards. If that resistance was broken the stance was broken the next target would be the \$380 to \$385 area, they added.

For platinum - which la market's bullish credentials now mainly used in the production of motor exhaust catalysis and is, therefore, particu-larly sensitive to recassion fears — the peace dividend came on top of a rise that had already been encouraged by a wave of Japanese buying.

By Wednesday afternoon the

London platinum price was \$13.35 ahead on the week at \$13.35 ahead on the week at \$393.50 a troy ounce, and on Thursday another \$10.50 was added. Yesterday the price reached \$405.85 an ounce, the highest level for more than five weeks

TOTINGE			
Aluminium .	· ·	+7,850	to \$25,7
Cooper			to 202,7
Lead	٠.	+ 1,875	
Nickel	1		10 6, 186
Zinc		-400	
Tin ·	· _ · .	-1/0	10 20,17

At the London Metal Exchange copper led a general but modest rise until yesterday, when news of hig rises in exchange warehouse stocks of copper, aluminium, nickel and lead prompted a downturn.

Japanese buying and short-covering and overall supply tightness pushed copper prices towards what dealers described as a "key chart point" in midweek, hut most analysts remained sceptical about the and were not looking for fur-ther big gains. So the immediete response to Thursday morning's Gulf news was a rise on the day of just £13.50 a tonne. And most of that was wiped out yesterday after the exchange announced a 5,925tonne rise in warehouse stocks to a 51/2-year high of 202,775 The biggest rise proportionately on the LME this week

was cash lead'e £12 advance to £314 a tonne, despite falling back £3.25 yesterday. Apart from the ceasefire the lead market had several fundamental factors to encourage buy-ing. First was the declaration of force majoure on shipments from the strike-bound Torreon plant in Mexico; then came reports of labour problems in Canada and transport disruptions at Australia's Mount Isa Mines; and finally Pasminco of Australia announced that it was cutting output at its Elura

lead/zinc mine On the other hand, however, analysts pointed out that the market was well cushioned against any supply squeeze by the high level of LME warehouse stocks, which were marked up by 1,875 tonnes yesterday to a 64 year high of

73,600 tonnes. The only substantial loser

among the LME contracts was nickel, which fell \$200 in the cash position to \$8,562.50 e tonne as nearby technical tightness eased and LME stocks rose sharply.

At the London Futures and

Options Exchange yesterday coffee and cocoa futures mar-kets were both retracing their steps - May delivery rohusta coffee regaining £12 of an ear-lier £15 fall and May cocoa surrendering 26 of an £8 rise. Coffee's fall had followed the drying up of the computer fund short-covering that had lifted

the price by £15 last week. Bot weaker sterling and the return of fund buying in New York steadied the market yesterday. Cocoa'e tentative rally, which followed an early dip to a fresb 15-year low, was described by traders as largely technical and with fundamentals remaining clearly bearish they saw no reason to expect a

sustained rise in prices. Sugar market fundamentals are also pretty bearish. But that did not prevent e sudden flurry of huying in mid-week lifting values from the recent 32-month lows. The London dally raws price jumped \$22 on Wednesday to \$236 a tonne and despite falling at the next two daily fixings still ended the

week \$13.80 up at \$227 a tonne. Richard Mooney

## Royal Bank of Scotland senior posts

■ THE ROYAL BANK OF SCOTLAND has made the following appointments. Mr Boh McInnes, Edinburgh, will be responsible for all branches in Scotland, and Mr Ian Sutherland moves to Manchester as director, north of England. In Londoo, Mr Alan Peers will head the south of England network, and Mr Chris Pearson will be in charge of private and offshore banking.

■ FEARNLEY GROUP UK has appointed Mr James Sinclair as director of real estate. He was with The Rutland Group.

■ SCOTTISH AMICABLE LIFE ASSURANCE SOCIETY, Glasgow, has made the following changes. Mr Ian Stark, assistant general manager (sales), becomes assistant general manager (human resources), where he s succeeded by Mr Ron Baxter, assistant general manager (marketing). Mr Eric McGill becomes agency manager at head office. He was regional sales manager, Birmingham.

BURGESS ARCHITECTURAL PRODUCTS, Hinckley, part of the T.T. Group, has appointed Mr Roger Simons as managing director, and Mr Rod Ison as sales director.

Following the formation of LESLIE & GODWIN INSURANCE BROKERS, the board comprises: Mr Bernard Steinart, chairman; Mr Ian Waite, deputy chairman; and Mr Brian Ainsworth, Mr

Balls, Mr Mike Beard, Mr Igor Best-Devereux, Mr Neil Golder, Mr Richard Hilliard, Mr Ian Jeffrey, Mr Mark Kettle, Mr Mike McDermott, Mr Jim Monk, Mr Geoff Sloan and Mr Philip Waghorn, directors. The new company is formed from three Leslie & Godwin Group companies · Marine Holdings, Energy Resources, and North America.

Richard Allardyce, Mr Joe

■ SIEMENS NIXDORF INFORMATION SYSTEMS, Bracknell, has appointed Mr Graham Williams as marketing and husiness development director. He was director of the business

■ Mr Trevor Bloom has been appointed marketing director of PREFERRED ASSURANCE,

■ Mr Mark Cooke has been appointed marketing director of COBA PLASTICS. occeeding Mr Harry Pollard who is leaving to pursue other

■ ROBSON RHODES has appointed Mr Christopher Bell as north west regional director He was chief executive of the Manchester Exchange and Investment Bank. ■ NM FINANCIAL
MANAGEMENT has appointed

Mr Phil Barker as national sales manager, capital market. He was regional manager, intermediary division, Bristol, where he is succeeded by Mr Phil Wagstaff.

■ BISS LANCASTER has promoted Ms Isabel Greenwood to managing director. She was deputy managing director, and eucceeds Mr Graham Lancaster who continues as chairman.

■ Mr Brian Harrison bas been eppointed director of the building advisory service consultancy and training arm of the BUILDING EMPLOYERS CONFEDERATION. He was general manager.

■ Mr Gordon Smith has been appointed manager of NORWICH UNION's general insurance branch in Glasgow. He is promoted from assistant field operations manager. Norwich.



VICKERS has appointed Mr Jeffrey W. Herbert (pictured), chief executive of Charter Consolidated, as a non-executive director. Mr Herbert has also worked at GEC Diesels, BL Cars and Massey-Ferguson.

■ Mr R.P. Bull has been elected president of the MACHINE TOOL TECHNOLOGIES ASSOCIATION.

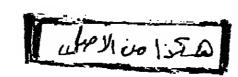
From March 18 CORNWELL PARKER will operate through two divisions, furniture and fabrics. Mr Tom Jourdan becomes chief executive of the furniture division, and Mr Anthony Thomas joins the board as chief executive of the

fabrics division - he was managing director, fine chine division, London International Group. Mr Ivor Thomas, who joins from Matthew Clark, will become group finance director, succeeding Mr John Mason who retires. Mr John Arnold, Mr Richard Gloyn and Mr John Kitching also retire from the board. Mr Richard Malthouse, senior partner, McKenna & Co, and Mrs Anne Ferguson, head of groop communications, ICI, have been appointed non-executive directors. Mr Nigel Olsen, e non-executive director, is to become non-executive deputy

■ Mr Al Mackle, Northern Ireland secretary of the Irisb National Teachers Organisation, has been appointed chairman of the province'e LABOUR RELATIONS AGENCY to eucceed Mr Wilson Gamble who will be retiring on April 30. Mr Mackle is a panel-member of Industrial Tribunals and the Industrial Court and a member of the Senate of Queen's University, Belfast, and the Standing Advisory Committee on Human Rights. The Labour Relations Agency is an independent statutory body charged with promoting the improvement of industrial relations in the province.

AER LINGUS has appointed Mr Noel Earley as its manager, London airports, in succession to Mr Louis Harkin who has been transferred to Dublin. Mr Earley was manager, airport services, at Heathrow,

■ Dr Graham Burton has been appointed medical director of UPJOHN UK. He was head of regulatory affairs and product safety, and succeeds Dr Norman MacLeod who has retired.



tbe for has ion-not for po-rtuors 1 ло-nai toræŧ

us Wr

ol-is

er es eir on ey or m-tal

а

thos Thu they the day day Inte of I

FOR THE PROPERTY OF THE PROPER

| 古代 | c substant | C substan

The state of the s

		FT	MANAGED F	UNDS SERVICE		Unit Trust Code Booklet ring the FT C	THE THE PARTY AND THE PARTY AND THE
AUTHORISED UNIT TRUSTS  Light Fact Park Park Park Park Park Park Park Park	190 West Corne St. Glasger G2 2PA 641-733 3125 Elatance for forwth 6 770 87 70 88 75 70 00-4013 13 10 00 40000000000000000000000000	Total Way, Sureenage, Herts SSL 2001 04:39 74:4840 87 (South Form 8) 60 12:40 12:42 70 (42.81 3) 87 (South Form 8) 60 12:40 12:42 70 (42.81 3) 87 (Hugh Income 8) 60 12:54 25:44 27 (64.01 18.77 UH) 13:50 14:55 1	1,223 1,575	Capithe Growth Treath Arter Selli Cott   51,   93.97   29 39at 63.10   1.12   9 00   90 Bin Arter Selli Cott   51,   161 46   464 45.30   1 to 9 00   660at   680at	cal Investments Ltd C100/F ite Ladie Re, Retsu 1983 1987 1972 237593 Ford 55-163.71 63.73 69.451. 10 32 urry Fund Managers Ltd C1000H of William St. Ep40.98. Ltd C1000H of William St. Ep40.98. 124.0 132.2017/106.67	Income   Include	Late Code   Code
Gitta Green 6 12.0 112.0 ml 118 q 131 9 6 7 132 1 12.0 ml 118 q 131 9 6 7 132 1 12.0 ml 118 q 131 9 6 7 132 1 12.0 ml 118 q 131 9 6 7 132 1 12.0 ml 118 q 131 9 6 6.0 ml 118 q 131 q 131 9 6 6.0 ml 118 q 131 q 13	100 Access 5	Co-up Peasins Feb UT Murs Ltd (1000) F- Feb Ocarnill, Leador ECTV 3N.J. 077-203 944 Gr Senstro Pet Pet 28. 01 649 1 649 642.6   5 02 La Equity Acc Feb 20. 016,207 143.0 1 1469   5 02 La Carnibill Unit Trest Mergrs Ltd (1000) F- FO Box 136, Sections N., Korn 865 747. 081, 558 9411 acc WK Equity Inc. 6 94 5 76 4.5 94 94 94 05 6 2 2 WK Equity Inc. 6 94 5 76 4.5 94 94 94 05 6 2 WK Equity Inc. 6 94 37 4 8 1,004 93 91 30 FO Box 14 6 2 94 4 27 34 8 1,004 93 91 30 FO Box 14 6 2 95 94 91 11 60 FPOperty Sh Inc. 6 94 37 4 6 0.2 9 94 1,4 4 811 13 96 FPOperty Sh Inc. 6 95 36 52 36 2 79 4 91 11 60 FPOPERTY Sh Inc. 6 95 36 25 36 27 94 94 10 14 60 FPOPERTY Sh Inc. 6 95 36 27 95 28 97 94 94 94 96 96 FPOPERTY Sh Inc. 6 95 36 27 95 28 97 94 94 94 96 96 FPOPERTY Sh Inc. 6 95 36 27 95 36 94 94 96 96 97 96 FPOPERTY Sh Inc. 6 95 36 21 95 28 97 94 94 94 96 96 97 96 FPOPERTY Sh Inc. 6 95 36 21 95 28 97 94 94 94 96 96 97 96 FPOPERTY Sh Inc. 6 94 94 94 94 94 94 96 96 97 96 FPOPERTY Sh Inc. 6 94 94 94 94 94 94 94 94 94 94 94 96 97 96 FPOPERTY Sh Inc. 6 94 94 94 94 94 94 94 94 94 94 94 94 94	Maid Assets Inc. 54, 44 00 44 00 47 15 40 10 5 51 Ill Cor Div 54 36 01 36 66 37 25 6 146 23 Introduce Fund Managers 1120016 Trimore House 16-10 Monument Street Trimore House 16-10 Monument Street 1071-782 2000 1080 1087 0277-264421	Japon   Units   Cercum Units   Cer	n Units) 5 98 37 70.7 10.3 3,04 40.20 6.5 Comme 5 49 54 47,724 53,04 40.20 6.5 a Units) 5 59 23 59 374 63 35 40.20 6.5 numeral 5 54 31 5 41.13 46,42 40 11 10.0 1 Units) 5 54 96 56,46 59 99 40 10 10 61 1 Units) 5 55 96 56,46 59 99 40 10 10 61 1 Units) 5 51 14 1 14 3 22 12 04 159 (49)	US Smaller Cot 9 34,440,05 49-40 52,531-40,40.00 H Strictortal Provident Iuru Mgrs Ltd (1,400)H G74-673-4700 57-67-67-67-67-67-67-67-67-67-67-67-67-67	metalaris \$5 2077 2079 7 225 4 30 1 31 4 30 1 32 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5
Devidend & Growth 1 1989 36 4 4 504 53 87 (403) 1 88  Abtrust Managerrent Ltd (1200) H 10 Queens Ferraca, Abpreises ABV 10.3 0000 833580  America G Growth 56 25 42 26 6 6 6 5 6 9 2 1 3 1 3 4 5 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6	Recovery   132.64 32.00 30.31.10.12.05   Smaller Cas Acc   6.117.6 17.10 31.30.10.500   Smaller Cas Acc   6.103.6 10.31 310.31.10.15.00   Smaller Cas Acc   6.103.6 10.31 310.31.10.15.00   Smaller Cas Acc   6.103.6 10.31 310.31.10.15.00   Restart Unit Tst Migrat Ltd (17.400)F Nestart Mall Tst Migrat Ltd (17.400)F Nestart Maller Migrat Co Ltd (12.00)H Nestart Maller Migrat Co Ltd (12.00)H 15.5 18 anoist Street, Lockon EC3A 7.10 071.247 9542 Ferforation 14 9 5.1   51.65 52 92 59.36, 46.22.35 Geom Units 19 5.1   52.65 52 92 59.36, 46.22.35 Smaller Cr's   5.104.5   6.194.9 170.1   1.105.40 Geom Units 19 5.1   6.105.2 99.75   100.1   62.21.35 Smaller Cr's   5.104.5   6.195.2 91.75   100.1   62.21.35 Income   51.01.10   6.105.2 99.75   100.1   62.21.35 Smaller Cr's   5.104.5   67.00   6.105.21.35 Income   51.004.5   67.004.5   67.004.5   67.004.5   Income   51.004.5   67.004.5   67.004.5   Income   51.004.5   Inco	American 114 9 116.b 124.7 +1 40.33 (Cast) are first 6 22 22.02 23.7 +0.43 1.4 6. 22.2 22.02 23.7 +0.43 1.4 6. 22.2 23.0 23.7 +0.43 1.4 6. 22.2 23.0 23.7 +0.43 1.4 6. 22.2 23.0 23.7 +0.43 1.4 6. 22.2 23.0 23.7 +0.43 1.4 6. 22.2 23.0 23.0 4. 22.2 23.0 23.0 23.0 23.0 23.0 23.0 23.	19   19   19   19   19   19   19   19	Mit Amer Lquist 37, 163 es 271 64 et 1334 es 16 mittern Weight of the Brooken in the Mittern Calcain Court of the Calcain Calc	sunital 5 152.6 152.9 to 16.3 1.6 to 19.4 ye included 5 2.4 1 2.4 1 28.5 9 4 9 12.0 3 in unital 5 350.8 370.8 372.0 1.10.2 10.3 in unital 5 350.8 370.8 163.7 2.0 1.10.2 10.3 in unital 5 350.8 370.8 163.7 2.0 1.10.2 10.3 in unital 5 350.8 163.7 4.0 10.0 10.0 10.0 10.0 10.0 10.0 10.0	PORT 124, 53,599 Ress Lene, Stowych 0633 652224 Masser Treet. 6 90,981 11.344105.02 4044 4.10 (W. Easily) 6 90,981 11.344105.02 4044 4.10 (W. Easily) 6 90,981 11.344105.02 4044 4.10 (W. Easily) 7 90,982 510475 11.142 40.57 4.77 (W. Easily Income 6 74.66 77.90 52.58 14.73 11.32 40.57 4.77 (W. Easily Cort 6 be 60.09 74.52 10.58 14.33 71 (W. Easily Cort 6 6) 90,097 452 10.58 14.73 73.71 (W. Easily Cort 6 6) 90,000 74.52 10.58 14.73 73.71 (W. Easily Cort 6 6) 90,000 74.52 10.58 14.73 73.71 (W. Easily Cort 6 6) 90,000 74.52 10.58 14.74 40.09 14.74 14.	Assem United 54, 46, 59 47, 51 50, 50 50 50 50 50 50 50 50 50 50 50 50 50
THE Growth 51   44 06 44 06 40 06 40 09   10010 00 Accers Unit Trust Managers Ltd (13.00) F   1 Where Har Vd. London Bridgy 551   10X 077-407 5966 Ethical 74 Acc   31 94 42 94 42 1023,15 (2.46) 00 00 Accenta Frend Managers Ltd (10.00) F   10 Hard 174 Acc   31 96 85 96 82 1025 597-12 710.00 Accenta Frend Managers Ltd (10.00) F   10 Accenta Frend Managers Frend Mana	CCF Fester Braitmante 10 mongt L1007 White hart Yard, London SCI 10X. 077-4075966 CCF Sci Oliphic Edgy. 59, 40, 53, 49, 40, 52, 55, 10, 105, 57, 77 CCF Sci Ind Gerth	00 Accom Feb 22 . 5 1237 9 237 9 230 41 16.64 AD Prestational Fined Managet Ltd (1.000)F 1 White Kart Yd, Landow Bridge SEI 1914 071-077-5966 Figure Particular 1812 1915 1915 1915 1915 1915 1915 1915 19	State   Stat	Amerit   Testered Acros   1 May 1	migratheridge, Leeden SV7 1R9 077-561, 3023 at Lee 5 1103.8 105.8 112.5 + 13.0 2.0 ct at Lee 5 1103.8 105.8 112.5 + 13.0 2.0 ct at Lee 5 177-57 77.2 9 77.2 9 12.2 40.0 5.0 ct at Lee 6 17.0 5.0 10.5 10.5 10.5 10.5 10.5 10.5 10.	International Born (1974) 5 92-39 131.601-0190.51 (It's Convertible (1974) 5 92-39 131	K. Emity   5   40   140   8   177   917   174   175     K. Emity   5   277   279   1   279   1   279   1   279   1     Sault Cot
Int I percent D Acc	CIS Unit Managers Ltd (1.000F PO Box 105, Machater Hold OAH	EFM Unit Tst Magrs Ltd (1400)H  4 Metellie Crescost, Edioberra Americanu 3 70 29 78 29 93 18-4 at 11 20 Coner Unit 3 70 29 78 29 93 18-4 at 11 20 Coner Unit 3 50 29 44 90.44 1007 74 04 11 20 Coner Unit 3 50 20 41 20 74 04 11 20 Coner Unit 3 50 20 41 20 74 04 12 20 20 20 20 20 20 20 20 20 20 20 20 20	teste Portfolio 2   279 6 279 6 6 791 0   1327 Opportunities 2   101 4 263 9   109 8   3 02 gère income 2   119 2 119 7 126 5   6 88  obal Asset Management (1200)F	Fired Interest 6 43 67 79 77 89 49 1988 94 91 1980 1988 199 1992 1993 1993 1993 1993 1993 1993	and Light Tracks Ltd (1200)F yrs Stret, Sheffred, S.1 300	Perpetual Unit Tst Magnet (1600)F 48 Hart Strey, Hosley on Tanzer 9471.575668 btamatians Goth. 55, 1021.71 321.77 544 14 1-1741.25 intpute 523.30 42 33 95 26.25 142.31.25 VI visit Receiver 54, 104.104 197.05 204.33 163.07.27 American Governi. 54, 105.00 497.45 106.37 10731.32 bid Empring Con 54, 105.00 407.45 107.45 1-25.25 Empass Corth 54, 105.25 20.25 20.25 20.45 10.15 10.15 Empass Corth 54, 105.00 40.00 40.00 40.00 40.00 40.00 Empass Corth 54, 105.00 40.00 40.00 40.00 40.00 40.00 40.00 Empass Corth 54, 105.00 40.00	Access United 9 \$198.25 99.74 100.1 00.7 1.1 1.1 1.1 1.1 1.1 1.1 1.1 1.1 1.1 1
Brittle Lian 6	SE Asia 4	UR 115 and mee. 1113 6 112 7 115 9 30 9 6 8 110 110 110 110 110 110 110 110 110 1	Mitch Income and 5   13, 44   13, 54   17   18   18   18   18   18   18   18	1	arle 74	Pringrim Unit Trust Mingart Ltd (0030)F 39 Pilyrio Street, Rescandie upon Tyre MEI 660 39 Pilyrio Street, Rescandie upon Tyre MEI 660 Admiristration & Denkiey, Unit Trust Accumulating & Measpenent Ltd 1 White Hart Yard, Lundon SEI 1189 1 White Hart Yard, Lundon SEI 1189 1 White Hart Yard, Lundon SEI 1189 1 1914 1 45 46 127 1 1914 1 46 127 1 1914 1 46 127 1 1914 1 46 127 1 1914 1 46 127 1 1914 1 1 1914 1 1	Assignment September 18, 18, 18, 18, 18, 18, 18, 18, 18, 18,
High Yield	Commonwealth	Far Earlery 100 16 13 2 2 2 3 3 3 1 1 1 1 5 4 1 1 1 1 5 4 1 1 1 1 1 5 4 1 1 1 1	16 Growth 5%   19% 62 93.62 100.122   9.301 25   1	DI OCCUPIO	and FANCS Unit Trees;  and EANCS Unit Trees;  bit County C	Prolific Unit Text Mages Ltd 01100F Wallrook Reg. 2 Wallrook, EOW 810.0 0800 74,2443 Anterican tecnole 3,55,17,55 8a-459, 40 old;24 13 Conv & Ciff. 5 97,79 92,75 1040,4-14109 36 Conv & Ciff. 5 97,79 92,74 1040,4-14109 36 Conv & Ciff. 5 1040,1-14109 36 Conv & Ciff. 7 1040,1-	High Let Part Ref F _ 34, 282 32 35 55 30 46 10212 44 11 18 28 643 647 54 282 32 35 55 30 46 10212 43 11 18 28 643 647 54 282 35 22 57 22 52 51 14 063 23 11 18 28 643 647 54 28 22 55 22 52 52 51 14 063 23 11 18 28 52 52 52 52 52 52 52 52 52 52 52 52 52
All charcies faw Month Servis Ltd U,2003H 19/21 Billiter Street, Lordon EC384 277 07-528 7364 Anter income 598 46 59. 49:16.51 1-1775,18 Income Builde for 5/4 46.02 47.00 49.99-10.34 7.37 All feed Bunksar Unit Tasts PLC (1.600F All feed Dunksar Unit Tasts PLC (1.600F All feed Bunksar U	Capital	Europe	orient Brit Inc. 5 ( 98.23 % 204 % 66.49 % 5 03 orient Europe, 5 120 2 120 2 125 2 147 % 20 3.30 orient Europe, 5 120 2 120 2 125 2 147 % 20 3.30 orient Europe, 5 120 2 120 2 125 2 147 % 20 3.30 orient Europe, 5 120 2 120 2 125 2 147 % 20 3.00 orient Europe, 5 120 4 120 0 120	1904.23 304.3 72.1 7 42.90 69 Anner Browery 5 29 6 24.11 2 52.52 4 2 10 83 II 10 Anner Browery 5 29 6 24.11 2 52.52 4 2 10 83 II 10 Anner Browery 5 29 6 24.11 2 52.52 4 2 10 83 II 10 Anner Smill Cos. 5 3 99 6 14.408.64 00 14.09 00 II 10 Anner Smill Cos. 5 3 99 6 14.408.64 00 14.09 00 II 10 Anner Smill Cos. 5 3 99 6 14.408.64 00 14.09 0 10 II 10 Anteriol Linear II 10 Ant	cercible Square. Loadou, ECN6 47/R071-4-26 3434 intermediary Desiros 0000 010733 parkilled Transburner 181 5 t. 49.09 90 030733 parkilled Transburner 181 5 t. 49.09 90 09 52.15 1-038 3.06 107 03074 11 197.11st 20.301 4012 417 16 16 16 16 16 16 16 16 16 16 16 16 16	American F	UK Gase Siss
Teleproper Control of	historie & Genth	For FS Investment see Britannia Life Unit Moyrs  Family Investment Magint Ltd (1000)F Sometign Is, Tichborn SI, Brighton 0273 220707 5 Family Investment Is:	mild Management, Ltd. (1600)F Undershaft, ECSP 300 100 mt Can. 5 tc 136 14 36.19 38.55 10.61 ulmerst Filipht, Unit Tst Mgrs Ltd. (2400)F Colorion Street, London St2 2NE 07.1 522,212 MU 78 5 (100 73 10.18 106.51 G/LL.5 ulmerst Manhow Unit Tst Mgrs Ltd. (1200)F 0 Box 442, 32.58 unrack-HII, ECS 07.1-623 9333 underst Manhow Unit Tst Mgrs Ltd. (1200)F 0 Box 442, 32.58 unrack-HII, ECS 07.1-623 9333 underst Manhow Unit Tst Mgrs Ltd. (1200)F 0 Box 442, 32.58 unrack-HII, ECS 07.1-623 9333 underst Manhow Unit Tst Mgrs Ltd. (1200)F 0 Box 442, 32.58 unrack-HII, ECS 07.1-623 9333 underst Manhow Unit Tst Mgrs Ltd. (1200)F 0 Box 442, 32.58 unrack-HII, ECS 07.1-623 9333 underst Mgrs Ltd. (1200)F 0 Box 442, 32.58 unrack-HII, ECS 07.1-623 9333 underst Mgrs Ltd. (1200)F 0 Box 442, 32.58 unrack-HII, ECS 07.1-623 10.0 underst Mgrs Ltd. (1200)F 0 Box 442, 32.58 unrack-HII, ECS 07.1-623 10.0 underst Mgr  130 unrack-HII, ECS 07.1-623 10.0 unrack-HII,	Gilt, Income	recer Stands	Herrig Korrig Rote 2 27, 272-29 27-28 27-29	PO Ber 902. Entehanyi EHIA 5801
Artherior Grids for 5 (95.15 95.15 100.85 1.1 90 De Accomm	Do Income  IV Cap Garch Acc	Citi, & Fad Int. 0   22.43   25.95   23.89   40.77   23.55   Cichial Convertible54   18.71   18.77   20.22   0.22   6.25   6.57   Gerbarth & Inc54   172.3   122.8   132.8   0.315   67.55   Former Ford54   173.3   122.8   132.8   0.315   67.55   Full Bond	o Accom	Cacam Intel (CO-1)   9  43   74   110   44   191   46   191   46   191   46   191   47   47   48   191   48   48   48   48   48   48   48   4	Perf (C-1)	Princential Helicopt Out; 335 Lta (150 Uh) 53-69 Brod Hill, Blord, Essex IG, 201. (88, 478 3377 Private Chern, Dealing 6800 010/347 Intermediary Dealing 6800 010/347 Holborn Treat,	Admire, S. Rayleigh Rd., Hotton, Bestamond, Esset, Banaciete 2077 22/300 Dealing D277 22/300 D278 22/3
10 Gent latas St. Edinburch 13, 23, 23, 25, Mobb 18G America v	No. Asserved Ech \$4, 95, 99, 43,49, 46,501-6341.68 Pacific Growth - \$4, 67,41, 67,41, 72,08-6,92,12,07 UK Growth Acc \$4, 80,33,80,33,81,85,001-60,62,73, UK Growth Acc \$4, 80,33,80,33,81,85,001-60,62,73, UK Growth Oris \$4, 16, 56, 80,33,81,85,001-60,62,73, UK Incorrec \$4, 16, 56, 16, 65, 85, 90, 90, 90, 90, 90, 90, 90, 90, 90, 90	Cash	arity house	One will state of the state of	asse Gend. 5 \( \) 100 5 190 5 203 6 \( \text{-0} \) 30 0 00   white \( \) 1315 1335 1335 1397 40 30 00   white \( \) 1315 1335 1335 1397 40 30 00   white \( \) 1315 1335 1335 1397 40 30 00   white \( \) 13 \( \) 1315 1335 1397 40 30 00   white \( \) 13 \	Holbern Januarie 6 1,97 00 47 00 58 26 1,00 18 10,00 18 10,00 19 1	S & W Thoroughbed . 2 (10) 4 (10) 4 (10) 4 (10) 2 (10) 4 (
Easest May Grunth . 5 56 6.3 58 74 62 16-1,5910 00 Easest Easest Easts 15:67.3 59 21 62 66-1,2910 00 Easest Easts Easts 15:67.3 59 21 62 66-2,1210 00 Easest Easts Easts 16:78 21 74 21, 77 101,534 5344 10 10 10 10 10 10 10 10 10 10 10 10 10	Namey Fulls, 1951 05 22,00 25 319 22 22 23 24 24 24 25 25 27 25 25 25 25 25 25 25 25 25 25 25 25 25	Admisis PR Box 2001. Brestiescot. ESSE, CB131 1378 Cametries GD7 227330  Dealing-graph C277 221301  Cardyoni fac	scotter 6, Gerls 54, 102.96 202.96 216, 87   4 925 49   Recard Usfals 54   444 59 44 59 409   102, 105 49   Recard Usfals 54   445 59 46 25 409   102, 105 49   Relating to the control of th	Expension 1. 1	ray Johnstone UT Munrat (1000)H si Hile Si, Glasges G2 297. 2015 9933 si Hile Si, Glasges G2 297. 2015 9933 si Hile Si, Glasges G2 297. 2015 9933 si Hile Si, Glasges G2 297. 2016 9933 si Hile Si, Glasges G2 296, 292 si Hile Si, Garages G2 296, 292 si Hile Si, Garages G2 296, 292 si Hile Si, Garages G2 296, 293 si Hile Si Langes G2 296 si Langes G2	Park View House, Froat Street, Beston Hewtzakie usop Tyee Ng. 752 bl. 22at 64. 751 15.00 77 Managed 15.00 45 bl. 22at 64. 751 15.00 78 M.M., 0 otherschild Frame Myuric (1000)F 51 Switzhe's Lane, London ECA Dealers, 072-229 5000 164 America Good 6001 44. 501. 43. 252 252 261 43.971 136 MC America Good 6001 44. 501. 62. 252 261 43.971 136 MC America (Ascz 6045 41. 345 41. 372. 74 1-51 11. 33 MC LIK Esaler Inc. 6. 127 402 11. 26. 252 261 43.971 136 MC LIK Esaler Inc. 6. 127 402 11. 26. 252 261 43.971 136 MC LIK Esaler Inc. 6. 127 402 11. 26. 252 11. 27. 27 28 11. 27 29 11. 27 20 11. 27 27 20 11. 27 20 20 11. 27 20 20 11. 27 20 20 11. 27 20 20 11. 27 20 20 11. 27 20 20 20 20 20 20 20 20 20 20 20 20 20	10 Carry Service   1
to Jan & Gen Lee \$4, 152-9 159-2 163-4 -2-8 ft 25 but Jan & Gen Lee \$4, 152-1 151-1	Letterstart, ECSP 3104 344 beauting 021 -66-9819  CUI Berestart (ECSP 3104 344 beauting 021 -66-9819  CUI Berestart (ECSP 3104 344 beauting 021 -66-9819  CUI Serreposal Gris 8 76 70 91 70 91 81,882 ctil 1.74  CUI Far East Gris 8 65-34 65-34 65-51  CUI Hotsenster 6 4 92.77 49 72 91 31 11 13 15  CUI Hotsenster 6 6-62-74 67-74 31 11 13 15  CUI Hotsenster 6 6-62-74 67-74 31 11 13 15  CUI Hotsenster 6 6-72-79 72-98 72-99 00 00 00 00  CUI Mitthey for Plain 6 40,19 41 444 44,00 ctil 1.2-31  CUI Private for Plain 6 40,19 41 444 44,00 ctil 1.2-31  CUI Private for Plain 6 40,19 41 444 44,00 ctil 1.2-31  CUI Private for Plain 6 40,19 41 444 44,00 ctil 1.2-31  CUI Private for Plain 6 40,19 41 444 44,00 ctil 1.2-31  CUI Private for Plain 6 53 33 53 33 56 79 10 (12) 1.3-11  CUI Private for Plain 6 53 33 53 33 56 79 10 (12) 1.3-11  CUI Private for 6 57 33 25 33 38 56 79 10 (12) 1.3-12  CUI COU R. 6 Eccenti 6 57 33 25 33 38 50 79 10 (12) 1.3-12  CUI W. 6 Eccenti 6 53 39 53 30 00 ctil 4.2-77  CUI W. 6 Eccenti 6 50 73 32 53 33 50 00 ctil 4.2-77  CUI W. 6 Eccenti 6 50 74 34 44 44 45 40 ctil 4.4-47  CUI W. 6 Coullet 6 50 74 34 44 44 45 50 ctil 4.4-47  CUI W. 6 Coullet 6 50 74 34 44 44 44 50 ctil 4.4-47  CUI W. 6 Coullet 6 50 74 34 44 44 44 50 ctil 4.4-47  CUI W. 6 Coullet 6 50 74 34 44 44 44 44 44 44 44 44 44 44 44 44	Account United 5 00 67 40 67 41 591 407 10 25 6 10 6 10 6 10 6 10 6 10 6 10 6 10 6 1	Instruction   5 to   165 7Z   165 7Z   154 9G   17E  41	UK Growth 5, 18, 18, 18, 28, 27, 48, 59, 91, 91, 212, 54, 18, 18, 18, 18, 18, 18, 18, 18, 18, 18		European St. 40.46 51.02 64.22 40.06 — Genardian St. 40.3 42.41 44.49 +1.07 — Australasian St. 50 25.57 75.07 30.54 60.48 — Australasian St. 50 25.57 75.07 30.54 60.48 — Genardian St. 50 25.57 75.07 30.54 60.48 — Genardian St. 50 25.57 75.07 30.54 60.48 60.49 60.4	Meast Emity Acc. 5 111.2 112.3 169.1 2.5 12.2 12.3 14.4 14.5 12.5 12.5 12.5 12.5 12.5 12.5 12.5 12
Emity Income 5 77.00 75 08 77.00-600 8.2 European Growth 172 1 172	On Account 6 51.64 54.94 (203.99 CD) Weeked Sp Sits 6 41.20 41.2044 4.13 (201.57 Do Account 6 42.72 42.72 44.13 (201.57 Do Account 6 42.72 42.73 45.88 (201.57 52.73 45.88	P F Eurol Surv. 5 100 4 20 4 7 5 331 43 4 12 15 549 1 7 5 10 10 10 10 10 10 10 10 10 10 10 10 10	Cigh Yield. 6 90.20 90.20 46 47 1–15 6.61 microwe & Growth 6 1144 3 122 2 1 14 7 7 2 microwe & Growth 6 1144 3 122 2 1 14 7 7 2 microwe & Growth 6 1144 3 122 2 1 14 7 7 2 microwe & Growth 6 1144 2 144 3 127 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	INITIAL CHARGE: Charge reads on rate of units. Usual to defray marketing and administrative costs, scholing commission paid to exprendictive.  This charge is betided in the price of sets.  OFFER PRICE: Abo called stoke price. The price of which writes are cought by revealed.  BID PRICE: Abo called stoke price. The price of which writes are sold back by precious.  CANCELLATION PRICE: The price was a precious with the offer and his price is it determined by a feeting will down be the government. In question, what will not be set offer set shows the careful was a feeting with the price is clear which was a feeting with the price of the determined by a feeting which were a feet and stop into price is offer set shows the capital way for the capital way for the price of the set shows the	TORIC PRICING: The letter H denotes the managem will nowarily deal on the price to	United States	Particle
Progressive lea: 52,777,717,77 11,77 11,75	Account United   4580,75 140,75 147 161 161 161 161 161 161 161 161 161 16	FP HID Armer Dist	Kleinwort Sesten Unit Trusts (1400)F 10 Feminarth Stret London EC3 Dealers 071-956 7354  Admin 971-956 7354  Admin 971-958 7354  Admin 971-958 7354  Admin 971-953 9000  Serva Receme 3-1, 47 00 47 906 59 96 1-0377 Da Admin 971-623 9000  Serva Receme 3-1, 100 0 100 Fel 111.7 1-2479 39 Admin 971-52 23 1-34 104 104 00 Admin 1015 3-1, 2275 231.5 271 11.100, 10 100 Fel 111.7 1-2479 39 Admin 971-52 23 1-34 104 104 00 Admin 1015 1-34 104 104 104 104 104 104 104 104 104 10	where to the extensional price is not been there is any bree, upually in electrostaticus in which there is a furge excess of spilars of which ever buyers in the extension point wiseas arother them in indicated by the symbol alongside the individual and trust even in the extension point wiseas arother them in indicated by the symbol alongside the individual and trust name. The members are as follows: (**P) - 0001 to 1100 hours: (**d**) - 1100 (**) - 1000 (**)	PORTS: The steel recent report and scheme cubes can be obtained from of charge from fund ages.  It reparations notes are contained in last column at the Respond Funds Service.	See Cal 500 1 3 1 2 2 4 6 1 3 2 5 1 3 0 1 5 7 1 2 1 2 1 3 0 1 5 7 1 2 1 2 1 3 0 1 5 7 1 2 1 2 1 3 0 1 5 7 1 2 1 2 1 3 0 1 3 7 1 3 0 1 3 1 3 1 3 1 3 1 3 1 3 1 3 1 3 1	UK Incodes Inc
	,		ţ		ı	٠. ٧	÷

the orst-dendring for the state of the state

TO THE THE THE REAL PROPERTY OF THE PROPERTY O

ه ي ا من الاصل

SAFETS WE WAS EXCEPTED AND THE SAFETY OF THE

Value of the

Marie Sandario Sandar

256

Abasi Av ..

**司** 7 ... L-

A Strange St. A.

FO

Martin A March A March

A STATE OF THE STA

New Short in the state of the s

5131 FC

thos Thu the; the

day day

inte of h

Brit No. C Comm. % % Exoth 12 % COI Great (2 Custo Mano. Sto William Mano. Sto Willi

Agrik Si 7! 11 Port

For

etc Lof irels 21 ASD 24 B.A. N BP 1 Bare

Blue 29 (2 Blue C 2 Brow Bris S 2 Bris 1

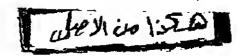
Cos Dell E E C E E C

Ger

s

erty Equity & Life Ass. Co is No. 16 St. John St. ECLM ANY of Posison Fd ... 1471. 196. -Lifeny Bef & 1474 ... 196. Crary Ref Sect. 133 4 ... 1970. Bef & 3773. Stony Bef & 3773. ... 1980. What No. Fe 1300 1

422



Port of the state of the state

ESCLATERY

WORLD STOC	CK MARKETS
Section   Sect	Application
Control   10   10   10   10   10   10   10   1	Comparison   Com
Michals & Minerals 3114.02 3105.03 3004.05 3091.80 3224.35 GB/(2) 2632.06 (9/1) THAILAND 3462.37 3455.06 3421.38 345.62 3532.54 GB/(2) 3161.95 US(1) Banjob SET (30/4/73) 790.46 to 787.13 776.14 23.66 US(2) SE2 40 GB/(2) MINERAL Pertition 1825 90 1818.74 1805.79 1826.19 1882.70 GB/(2) 1826.89 (9/1) MINERAL Pertition 0 1825 90 1818.74 1805.79 1826.19 1826.70 GB/(2) 1826.89 (9/1) MINERAL Pertition 0 1825 90 1818.74 1805.79 1826.19 1826.70 GB/(2) 1826.89 (9/1) MINERAL Pertition 0 1825 90 1818.74 1805.79 1826.19 1826.70 GB/(2) 1826.89 (9/1) MINERAL Pertition 0 1825 90 1818.74 1805.79 1826.19 1826.70 GB/(2) 1826.89 (9/1) MINERAL Pertition 0 1825 90 1818.74 1805.79 1826.19 1826.19 1826.89 (9/1) MINERAL Pertition 0 1825 90 1818.74 1805.79 1826.19 1826.19 1826.19 1826.89 (9/1) MINERAL Pertition 0 1825 90 1818.74 1805.79 1826.19	Royalang & Co   5-97   45   Royalang   2-800   1107   11

HER POY OF THE POST OF THE POS

| TO No. | F. No. | P. No. |

عدا من الاجلى

# Hopes of interest rate cut help Dow to recoup losses

#### **Wall Street**

**HOPES** of another interest rate cut and expectations that consumer confidence will respond positively to the end of the Gulf war helped share prices recover strongly from early weakness yesterday, writes Patrick Harverson in New York. By 1.30 pm the Dow Jones Industrial Average was up 24.01 at 2.906.19. The Standard & Poor's was also firmer, rising 2.52 to 369.59 by 1 pm, while the Nasdaq composite of over-the counter stocks climbed 2.56

to 455.61. Big board turnover was heavy at 136m shares. Shares started the day lower as computer-driven sell programs pushed the Dow down by more than 20 points. How-ever, the National Association of Purchasing Managers' report for February - showing the manufacturing sector still in recession and s steeper-than-expected decline in January expected decline in January construction spending – raised hopes that the Federal Reserve would ease monetary policy further to bring the economy out of its slump.
Sentiment was also helped by comments from Mr Michael

Boskin, the economic adviser to the White House, who said

he expected the end of the con-flict in the Middle East to help the US economy, and consumer confidence in particular.

Among individual issues,

UAL rose \$4 to \$148 on positive press reports and bullish analyst opinion. The shares have been in demand recently on the belief that the large declines among airline stocks had pushed UAL down too far. speculation that were and security Pacific have resumed merger talks resur-faced yesterday, sending both banks' shares higher. Although the two companies would not

ment on the rumours, and said there were no announce ments imminent, Wells Fargo rose \$2% to \$72% on volume of %m shares, and Security Pacific gained \$2% to \$29% on LTV, the steel group, jumped \$'4 to \$2'4 on turnover of 1.1m shares after a US district court

judge upbeld a jury award against another steel company, USX. LTV is expected to receive \$435m from the award. A third steel group, Inland Steel, eased \$% to \$23% on news of more planned job cuts. Westinghouse recovered \$1 to \$27% on turnover of 2m sbares. The stock had fallen

earlier this week after the com-

pany unveiled a \$975m charge on fourth quarter earnings. A big decline was posted by Laserscope, down \$2% at \$17% on turnover of 1.4m shares, in the wake of a warning from the company that first quarter 1991 earnings would be below fourth quarter 1990 earnings of 36 cents a share. Laserscope's stock had already been weakened hy ratings downgrades from Wall Street hrokers.

## Surgical Laser Technologies, another company which makes high-tech surgical equipment, fell \$% to \$15% in sympathy. Canada

TORONTO stocks recovered from an opening fall and were marginally higher at midday. The composite index gained 4.0 to 3,466.4. Advances led declines by 243 to 205 on volume of 17 3m shares. ume of 17.3m shares. Weakness in banking and

old shares tempered gains in 11 of the 14 sectors. Toronto-Dominion, which fell C\$% on Thursday, slumped C\$% to C\$17% on volume of 3.93m shares after Thursday's poor first quarter earnings. The Dominion Bond Rating Service cut its rating on TD's long-term instruments to AA

#### ASIA PACIFIC

## Tokyo sheds 2% as traders clear books before weekend

THE OVERNIGHT fall on Wall Street, the weaker yen and lower bond prices discouraged investors, and share prices fell sharply as traders cleared their books before the weekend, writes Emiko Terazono in

Tokyo.
The Nikkel average fell 527.65 or 2 per cent to 25,881.57, closing below 26,000 for the first time in five days but end-ing the week little changed. The index opened yesterday at the high of 26,389.25 and fell to the day's low of 25,856.71 on index-selling by investment

from Thursday's 1bn. Losers led winners by 814 to 214, with 116 issues unchanged. The Topix index of all first section stocks fell 28.66 to 1,931.66; in London trading, the ISE/Nikkei

50 index fell 8.61 to 1,475.13. Rumours that Knwait was selling Japanese government bonds and huying dollars in order to raise funds for postwar reconstruction swept the financial markets. The yen declined by Y2.30 against the dollar to Y134.25, while in the bond market, the yield on the 129 10-year benchmark rose 0.16 percentage points to 6.61

Interest-rate sensitive issues fell on higher bond yields. Sumitomo Metal Industries, the most active issue of the day, fell Y4 to Y526 and NKK declined Y5 to Y450.

Kumagai Gumi, the construction company which rose sharply on Thursday on hopes that it would be involved in reconstruction projects in the Gulf, fell Y19 to Y980. Chiyoda, the plant engineering company also seen as a Gulf reconstruction-related issue, fell Y80 to

NEC fell Y40 to Y1,600 on reports that its pre-tax profits would rise by only 5 per cent, down from the original forecast of 7 per cent, for the year ending March this year.

Y789 on the news that the company would report strong growth in sales and profits for the year ending March 31, owing to brisk sales of its new models.

Some rubher issuss were bought as laggards. Okamoto Industries gained Y35 to Y859, and Kinugawa Rnbber added

In Osaka, the OSE average fell 146.97 to 28,852.26 in vol-ume of 67,7m shares, Mintendo, the game maker, lost Y300 to

#### Roundup

WEAKNESS in the US and Tokyo weighed on Pacific Rim markets yesterday. Australia had the additional burden of news of heavy cash calls. Seoul and Bombay were shut. AUSTRALIA was led lower by a 4 per cent fall in the bank-

ing sector after Thursday's late news of a record A\$1.06bn onefor-five rights issue from National Australia Bank. The All Ordinaries index lost 10.4 to 1,395.2, but was little changed on the week. Turn-

NAB fell 26 cents to A\$6 in turnover of 2.74m ANZ fell 19 cents to heavy A\$3.38 with 8.8m shares traded and Westpac dropped 13 cents

and finance concern, fell 25 cents to A\$15.55 on Thursday's news of a one-for-10 rights issue. Building products com-pany Boral, which is due to report results on Monday, fell 9 cents to A\$3.66.

SINGAPORE awaited details of the 1991 fiscal year budget, although selective bargain butting in some laggard stocks provided support. The Straits Times Industrial index fell 10.69 in early trading, but then recovered to finish 3.41 higher at 1,462.98, up 1.2 per cent on the week. Turnover fell to S\$192.8m from S\$290.9m. HONG KONG spent most of

the day trying to

through the post-1987 crash high of 3,560. The Hang Seng index went as high as 3,565.02 before ending just 0.23 higher at 3,552.37, up 2.2 per cent on the week. Turnover surged to HK\$2.16bn, the beaviest in seven months, from HK\$1.64bn. BANGKOK re-opened after Thursday's holiday and closed. Thursday's holiday and closed broadly higher in active trade

after tax and oil price cuts were announced, although late profit-taking pared gains. The SET index rose 20.91 or 2.7 per cent to 790.04 — almost unchanged on the week — on the second of the second

turnover of about 5.5bn baht. MANILA fell in volatile trading. Buyers flooded the oil and mining sectors, but profit-tak-ing hit commercial stocks. The composite index fell 20.47 or 2.1 per cent to 962.56, up 0.7 per cent on the week.
TAIWAN's weighted index

eased 78.04 or 1.6 per cent to 4,955.33, but was np 1.7 per cent on the week Volume fell to T\$57.1hn from T\$78.9hn. KUALA LUMPUR closed lower on continued profit-tak-ing. Expected lower earnings rels a day of crude oil has hurt index fell 2.89 to 559.51, but was 0.9 per cent np on the week. Turnover dropped to 77.8m shares from 103.1m.

NEW ZEALAND followed Australia lower. The Barclays index fell 2.71 to 1,363.36, but was up 2.4 per cent on the week. Turnover rose to NZ\$14.8m from NZ\$11.1m.

JAKARTA declined in thin trading as funds continued to flow out of equities into high-interest bank deposits. The index dropped 3.41 to 387.93 on volume of 1.5m shares.

#### SOUTH AFRICA

GOLD SHARES extended their gains in spite of profit-taking before the weekend. The Johannesburg all-gold index rose 15 to 1,082. The rest of the market eased: the indus-trial index fell 20 to 3,198 and the all-share lost 2 to 2,801.

#### WORLD STOCK MARKETS

# Wallenberg factor spurs on Swedish revival

But the bid activity cannot fully offset a sombre economic outlook, says Robert Taylor

O FAR this year the Stockholm bourse has enjoyed one of the strongest revivals among the world's stock markets. From the start of the air war against Iraq on January 17 until this week's Gulf ceasefire its share index rose 32 per cent and the volume of trading increased substantially.

This contrasts sharply with

Stockholm's dismal performance in 1990, the worst year in the bourse's history, when the Affärsvärlden General index plunged 29.7 per cent, compared with an overall The recovery, however, could yet prove to be short-lived. Yestsrday the index shipped 7.90 to 1,062.20, following a rise in market interest rates and an outflow of

kronor from Swedsn in the past week.

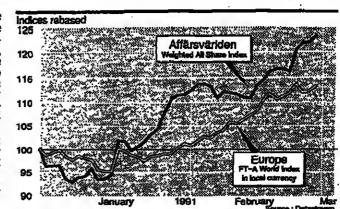
A number of reasons are heing given for the recent strength, including a spate of corporate activity. The SKrishn (\$2.8hn) bid by Swissbased liquid packaging concern Tetra Pak for Alfa Laval, the dairy and food processing equipment manufacturer, in late January promises an influx of fresh money to the

On top of this has come the SKr12.8bn bid this week by the Wallenberg investment compa nies, Providentia and Investor, for complete control of the vehicle and aerospace group Saab-Scania. This strategic move hy the Wallenberg family to defend the core of its industrial empire has aroused a good deal of investor interest.

The customary seasonal flurry from Sweden's financial institutions, normally flush with money in January for investing, has also taken place - and this year they seem more interested in investing in domestic rather than foreign

ally helpsd to brighten the atmosphere in Stockholm. Sweden's overall financial position has improved, with a steady fall in the high level of interest rates since last autumn's financial crisis. The market was also pleased by the 1991 budget published in January, which showed that

January, which showed that finance minister Mr Allan Larsson Intended to stick to his market-oriented economic strategy with SKrl5bn of public spending cuts, even if it meant worrying the Social Democratic faithful in a general election were with the eral election year with the



prospect of higher unemploy-ment. Mr Larsson's firmness in giving the highest priority to bringing down inflation was welcomed on the hourse. There has also been mone-tary stability, with the krona steady on foreign exchange markets, while there are signs of growing foreign confidence in the Swedish economy with a

capital investment inflow. In addition, investors may draw comfort from the govern-ment's apparent abandonment of the anti-nuclear policy, which had threatened to raise industrial costs. The anti-nu-clear stance had also increased the probability of the ruling Social Democrats losing the general election in September. The Stockholm bourse is not about to return to the bullish days of the 1980s, however. Mr Brian Knox at Kleinwort Benson takes a very cautious view of prospects, believing that most of its recovery may already have taken place.

The corporate results picture so far this year has been rather dismal, with the exception of Astra, the pharmaceuticals company. This week SKF, the ball bearing company, reported a loss in the fourth quarter of 1990 and even Ericsson, the

telecommunications giant upset the market when it suggested that this year's profits would not be as good as last year's. Companies such as Atlas Copco and Esab have reported profit falls, although lectrolux results were better

than expected.

There has been a particu-There has been a particu-larly strong performance so far this year in construction and real estate, the big losers in 1990. The expected official go-shead for the huge Oresund bridge project to link Denmark with Sweden this spring should boost them further, while the prospect of infrawhile the prospect of infra-structure deals in the war-torn Gulf will also help. New share issues this sum-

mer and the prospect of changes in company law to remove current restrictions on foreign ownership could also help to encourage the bourse. The prospect of Sweden's appli-cation to join the European Community by mid-summer Community by mid-summer may also stimulate interest. But the economic outlook remains sombre, with the prospect of a further sharp drop in industrial investment in 1991, negative growth and a worsen-ing current account deficit. in

market in the spring.

## Profit-taking spreads throughout Continent

PROFIT TAKING spread throughout the Continent yes-terday, after Thursday's mixed

performance, writes Our Mar-kets Staff.

PARIS dipped on profit-tak-ing, but finished above the day's lows. The CAC 40 index closed 13.00 down at 1,746.79, after finding support at the 1,732.86 level, and ended the week 1.7 per cent higher. Turnover was about FFr2.6bn after Thursday's FFr3.3hn

Volume was swelled by a block of 550,000 shares in sugar producer Béghin-Say – 5 per cent of its share capital – at about FFr790 a share. The stock jumped FFr28 or 3.7 per cent to FFr778. A unit of Fer-ruzzi Finanziaria of Italy said that it had made the purchase, raising its stake to 60 per cent. Several of the leaders of Thursday's advance fell back, but Thomson-CSF rose another FFri.80 to FFri39.60. The ele tronics company said that it had won an order from Kuwait worth tens of millions of francs for a broadcasting system.

L'Oréal, the cosmetics com-

pany, closed FFr11 down at FFr518, recovering from a low of FFr509. The selling followed a newspaper report that the company had discussed taking over Revion of the US. L'Oréal ZURICH slipped in thin tradthe higher dollar and rising interest rates by taking profits. The Credit Suisse index fell 4.4

on the week. Activity centred on the bank sector, with Union Bank of Switzerland bearers losing SFr30 to SFr3,350 after the company announced a fall in 1990 profits but said it would hold the dividend. Ciba-Geigy, the chemical group, saw its bearers shed SFr40 to SFr2,790 after Thursday's news of a dividend cut.

to 535.1, but rose 1.4 per cent

idend cut. Omni Holding remained suspended. The deht-laden investment company said that it was still in talks with Lonrho of the UK. A Berne judge has ordered Omni to replace or pay its debt for 100,876 shares in Adia, the employment com-pany in which Omni plans to sell its stake. Adia rose SFr10 to SFr980. MILAN continued to fall in

FT-SE Eurotrack 100 - Mar.1 Hourty changes Open 10 am 11 am Noon 1 pm 2 pm 3 pm Close 1051.15 1052.11 1050.37 1050.48 1048.94 1046.82 1044.24 1045.70 Day's High 1052.24 Day's Low 1044.15

spite of the news that the Italian cabinet had approved a halving of stamp duty on shares to L50 per L100,000 traded. Fiat dropped L214 or 3.8 per cent to L5,411. The Comit index fell 11.06 to 561.46, down 2 per cent on the week. CIGA, the hotel group, rose L51 to L3,031 on hopes that

tourism in the Mediterranean would recover now that hostili-ties in the Gulf had cessed. Pirelli fell L50 to L1,750 although the price was sup-ported by speculation that it and its allies had control of more than 50 per cent of Continental of Germany.

FRANKFURT fell for a second day. "The market had a good run and was looking tired," one dealer said. Because the market had lost its gains almost as fast as it had mede them, however, it was possible that the buyers would come back next week, he added.

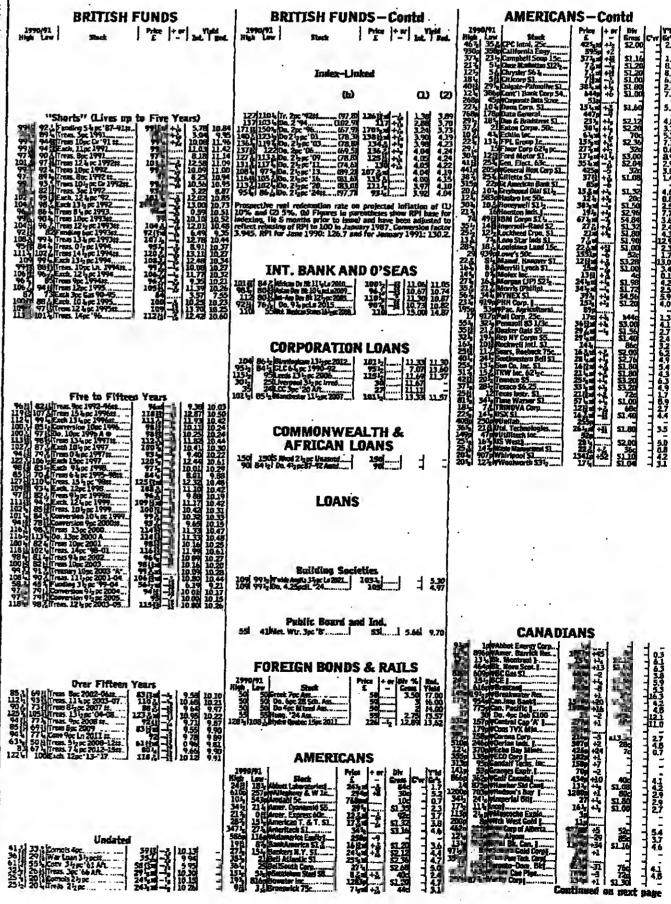
midsession, fell 14.28 or 2.2 per cent to 648.67, down 2.7 per cent on the week. The real-time DAX index closed 25.35 or 1.6 per cent down at 1,516.74, near the day's low. It lost 4.2 per cent on the week. Volume was unchanged at DM6.7bn. There was some activity in the car sector. Volkswagen fell DM6 to DM355 after reporting a 48.2 per cent increase in domestic car sales in the first two months of 1991. Porsche, which said six month pre-tax earn-ings had fallen 13.4 per cent to DM65m, gained DM5 to DM825. AMSTERDAM eased in thin

trading. The CBS tendency index fell 0.5 to 88.7, up 1.1 per cent on the week. Nat-Ned and NMB were both suspended - at F154 and F143.20 respectively - before up its fight to stop the two companies merging and was tendering its 10 per cent block of Nat-Ned shares. Aegon lost 40 cents to FI 121-20. Elsevier fell to Fl 75.30 before closing 10 cents better at F1 77.10 on speculation that the publishing group and Pearson of the UK would soon unwind their cross-holdings.

Heineken, the brewer, rose 30 cents to Fl 145.30 before

announcing 1990 results in line with expectations. MADRID declined, the gen-eral index falling 2.5 to 281.63 to end the week almost flat. ISTANBUL's 75-share index eased 27.47 to 5,075.10, for a 6 per cent fall on the week. ATHENS was steady on the day, but 5.5 per cent higher on the week, while NICOSIA's Cisco index jumped 23.4 or 9 the news that Aegon had given . per cent to 283.5.

#### **LONDON SHARE SERVICE**

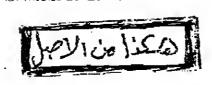


# FT-ACTUARIES WORLD INDICES

Jointly compiled by The Financial Times Limited, Goldman, Sachs & Co., and County NatWest/Wood Mackenzie in conjunction with the Institute of Actuaries and the Faculty of Actuaries

break

NATIONAL AND REGIONAL MARKETS			THURS	DAY PER	RUARY	26 1991			WE	DNESDAY	PEBRU	AHY 27 1	1991	2000	LAR DE	EX.
Figures in parentheses show number of lines of stock	US Dollar Index	Day's Change	Pound Sterling Index	Yen	DM Index	Local Currency Index	Local % chg on day	Gross Div. Yjeid	US Dollar Index	Pound Starting Index	Yen Index	DM tades	Local Currency Index	1996/91 High	1990/91 Low	Year ago (approx)
Australia (75)	133.04	+1.1	103.24	111.85	105.58	112.69	+0.9	5.97	131.57	101.76	109.99	104.04	111.64	158.31	112.74	140.1
	216.92	+ 1.2	168.34	182,38	172.18	171.48	+ 1.0	1.59	214.48	165.86	179.28	189.59	169.83	285.63	167.00	254.7
	150.22	+1.5	116.57	126.28	119.21	110.14	+ 1.6	5.07	148.06	114.51	123.77	117.08	114.29	160.02	121.73	134.7
Canada (116)	137.85	+ 0.8	106.82	115.72	109.23	114.62	+0.5	3.50	136.85	105.84	114.40	108.21	114.11	153.61	121.24	140.2
	264.55	-0.1	205.29	222,41	209.95	211.03	+0.3	1.64	264.69	204.71	221.27	209.30	210.42	277.52	217.74	242.4
Finland (21)	113.79	+0.2	88.30	95.57	90.31	87.68	+0.0	3.21	113.58	87.83	94.94	69,80	67.69	152.29	90.61	146.8
France (113)	148.88	+ 1.3	115.53	125.16	118.14	121.32	+ 1.7	3,40	146.97	113.67	122.86	116.21	119.31	168.85		
	121.31	+0.3	94.14	102.00	96.27	96.27	+0.7	2.37	120.90	93.51	101.08	95.60	95.60		121.85	142.1
Germany (88)	144.28	+1.5	111.96	121.29	114.51	144.32	+1.5	4.85	142.15	109.93	118.83	112.41		144.63	101.38	23.4
Hong Kong (48)	172.36	+0.8	133.76	144.91	136.79	138.96	+1.2	3.29	170.76				142.22	147.49	112.24	120.10
Ireland (16),	86.19	··· 0.2	86.88	72.48	68.40	73.36				152.07	142.75	135.03	137.34	198.57	132.88	188.09
italy (91)							+0.1	3.44	B6.33	66.77	72.17	68.27	73.28	109.26	72.05	81.8
Japan (453)	144.33	+0.8	112.03	121.54	114.56	121.34	+ 1.4	0.71	143.12	110.69	119.85	113.19	119.65	197,28	106.58	163,40
Malaysia (34)	229.44	+0.4	178.05	192.89	182.09	240,27	+0.4	3.14	228.82	178.81	181.11	180.78	239.23	250.89	182.96	235.00
Mexico (12)	602.34	+0.4	467.43	506.40	478.03	1961.88	+0.5	0.35	599.68	483.79	501.32	474.21	1952.55	613,98	324.53	383.63
	143.06	+ 1.0	111.02	120.27	113.54	112.31	+1.3	4.82	141.69	109.58	118.45	112.05	110.91	149.03	125.70	130.43
New Zealand (15)	48.77	+22	37.85	41.01	38.71	43.17	+2.0	7.87	47.74	36.92	39.91	37.78	42.33	75.38	41.15	64.62
	211.65	+ 3.4	164.25	177.94	167.98	171.07	+ 3.2	1.67	204.76	158,36	171.18	181.92	165.71	278.79	182.24	232.18
Singapore (25)	197.52	+12	153.28	166.06	156.75	157.01	+ 1.0	231	195.21	150.97	163,19	154.35	155.40	209.24	147.24	191.38
South Africa (60)	198.17	+0.5	153.78	168.60	157.27	139.51	+1.8	3.90	197.23	152.64	184.98	155.96	137 08	251.39	151.50	198.25
Spain (41)	165.74	-0.5	128.62	139.35	131.54	118.35	-0.2	4.75	186.57	128.82	139.25	131.72	119.55	182.25	128.54	148.90
Sweden (27)	195.94	+0.6	152.06	184.74	155.51	164.25	+1.0	2.51	184.33	150.30	182.48	153.68	152.62	234.93	145.60	187.99
Switzerland (65)	97.22	- 1.3	75.44	61.74	77.16	79.92	-0.6	2.59	98.54	76.21	52.38	77.93	80.39	109.77	82.17	81.87
	182.73	+1.0	141.80	153.61	145.00	141.80	+1.4	4.98	180.89	139.90	151.20	143.03	139.90	182.73	139.87	
United Kingdom (295)	148.76	-0.2	115.44	125.07	118.07	143.76	-0.2	3.30	149.01	115.24	124.57	117.83	149.01	149.55	119.06	151,51 134,60
urope (940)	148,88	+0.7	115.53	125.16	118.16	117.24	+1,0	4.00	147.87	114.36	123.61	118.93	116.04	157.65	124.91	135.71
Nordic (110)	194.28	+ 0.7	150.76	163.33	154.16	152.58	+0.8	2.07	192.84	149.14	161.21	152.49	151.15	223.29	155.55	186.97
Pacific Basin (650)	143.56	+0.9	111,40	120.69	113.93	121,43	+1.4	1.03	142.32	110.07	118.97	112.54	119.76	182.75	107.82	160.99
Euro - Pacific (1590)	146.10	+0.8	113.37	122.82	115,94	120.52	+1.2	2.27	144,95	112.10	121.16	114.61	119.D4	174.18	176.03	151.11
North America (842)	147.99	-0.1	114.84	124.43	117.47	146.48	··· 0.1	3.31	148.17	114.60	123.68	117.19	146.57	148.87	119.25	135.03
	128.15	+04	99,45	107.76	101.73	102.82	+0.6	3.27	127.60	98.68	105.69	100.92	102.01			
Chope Da Gir for June	133.65	+1.3	103.71	112.38	106.C8	118.29	+1.2	5.13	131.98	102.07				145.62	106.85	124.81
Pacific Ex. Japan (197)	146.59	+ 0.8	113.76	123.25	118.34	121.00	+ 1.2	2.33			110.35	104.38	116.95	146.72	111.40	130.71
TO 10 CA 00 (1117)			110.67	119.91	113.20				145.45	112.49	121.60	115.02	119.53	173.77	117.12	151.33
	142.62	+0.4				128.45	+0.7	2.38	142.08	109.88	118.78	112.36	127.61	162.00	115.37	143,72
LOUGH THE COLUMN TOTAL THE	145.88	+0.5	113.19	122.64	115.77	129.69	+0.7	2.65	145.21	112.30	121.40	114.83	128,75	181.84	118.04	144,07
World Ex. Japan (1851)	148.58	+0.3	115,30	124.93	117.94	134.12	+0.4	3.68	148.20	114.62	123.90	117.21	133.58	151.59	124.31	135.99
he World Index (2304)_	146.18	+0.5	113.44	122.90	118.02	129.76	+0.7	2.57	145.52	112.54	121,65	115.08	128.81	162.05	115.33	144 39



The state of the s

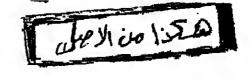
those Thu they the day day inte of in

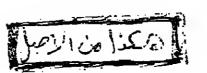
Hier a sy a continue of any a service of the servic

| Teleformation | Coolegies | See | Lelfor | Coolegies | Lelfor | Lelf

For Latest Share Prices on any telephone ring direct-0836 43 + four digit co

	LONDON SHARE SERVICE	(listed below). Calls charged at 44p per minute peak and 35p of peak.
BANKS, HP & LEASING  1990/91   Stock   Price	ELECTRICALS — Contd  ENGINEERING — Contd  1999/11  1999/1	INDUSTRIALS (Miscel.) — Contd  INDUSTRIALS (Miscel.) — Contd.  Ind
558   1521   Barron de Santando   527   3   3   9.8   3   3   3   3   3   3   3   3   3	573 315 Infrary Fo	12
233 130 mmeer 27 0 1 2 2 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3	15 110 Kode int. 15 13 352 17 8.8 8 7 253 1964 rep 162 104 79 17 27 27 3.8 18.8 17 253 1964 rep 162 104 27 27 27 3.8 18.8 18 21 21 22 27 27 27 3.8 18.9 1964 rep 162 104 27 27 27 3.8 18.8 21 28 28 28 28 28 28 28 28 28 28 28 28 28	1701 1Steartest refer the 152 11.58 17.11 460 Smithtline Section Act 709 16 W11.0 2.7 2.1 22.6 52.7 (2.9 4.5) Crear Li Unita. 415 12.1 12.1 14.0 8.6 5118.2019109. Equity Units. 51.0 14.0 17.1 1000 Monthle Metania 20.5 17.1 15.6 1.6 4.0 12.2 29.0 11.58 mittel inch
121] 76FWFC 3pc D. Pf.B. v 98 6.3%   6.6   173 107Milled Collects 10p. o. 160 +5 13.2 5.2 2.7 15.6   134 6375vil Bank 750 1084 -4 1017% 6.9 0.3 4.7 401 245Amerskan 18tf o. 342 -1 11.8 3.0 4.3 8.6   340 262Eerrad & National op   47 175   -75   -65   5Astra Hidgs o. 17   -1   -7   -1   -7   -7   -7   -7	356 1396 opten 10g	130 33Forest (0.713s) 7.75 20 8.7 7.9 17 94Spring Fam 10s at 176, 23 100.8215, 0.320.5 173 100.0x16 (3.04fry) 8 10.2 1.2 1.2 1.2 1.2 1.2 1.2 1.2 1.2 1.2 1
252 200 Lorde E 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	15 15 Millicronice 50 6 14-1-12 11 5 1 9 5 5 9 188 143 00 "A" N-V 8 183 110 0 20 7 3 9 1 1145 11 Millicron Inc. 1c 15 1 8 1 9 2 5 9 188 143 00 "A" N-V 8 183 110 0 20 7 3 9 1 15 5 1 8 8 1 9 2 1 17 18 18 18 18 18 18 18 18 18 18 18 18 18	241 J. J. Drover Corn. USS1. 221 Jul + 5
227 119(hoya) 81. Schridten 6 33 15 3 2 2 215 2 53 36(a) are from 100 75 8 1 5 3 2 6 2 6 8 75 5 3 38(a) are from 100 75 8 1 10.5 3 2 6 2 6 8 75 5 6 3 38(a) are from 100 1 10.5 3 2 6 2 6 8 75 5 6 3 38(a) are from 100 1 10.5 3 2 6 2 6 8 75 5 6 3 38(a) are from 100 1 10.5 3 2 6 2 6 8 75 5 6 3 10.2 are from 100 1 10.5 3 2 6 2 6 8 75 5 6 3 10.2 are from 100 1 10.5 3 2 6 2 6 8 75 5 6 3 10.2 are from 100 1 10.5 3 2 6 2 6 8 75 5 6 3 10.2 are from 100 1 10.5 3 2 6 2 6 8 75 6 3 10.2 are from 100 1 10.5 3 2 6 2 6 8 75 6 3 10.2 are from 100 1 10.5 3 2 6 2 6 8 10.2 are from 100 1 10.2 are from	1111 76 Description (161 5) 8 21 12 2 12 12 12 12 12 12 12 12 12 12 1	2934 (9) Eileen AS M50 1314 (20% 6.5 7.2 2.2 109 6.86 Tara Elekh 10p 8 40 12.7 2.2 109 6.86 Tara Elekh 10p 8 40 12.7 2.2 109 6.86 Tara Elekh 10p 8 40 12.7 2.2 109 6.2 109
175 112758 Back Crist 8" 143 408.0" 3.3 5.6 5.8 119 75240valat 5 8 79 8 6463 £41 (1048 Batk Y50 £8 1-14 (1054 Batk Y50 £8 1-	201 1287-E Intl. 109	64) 14 Percente Gp 10 a 4.59 4.6 2.8 10.4 4.36 31 16 16 16 16 16 16 16 16 16 16 16 16 16
Hire Purchase, Leasing, etc.  173  175  175  176  177  171  170  178  178  179  171  170  170  170  170  170  170	70 550a 7 kg. Qi.Pf El. y 64 +5 7.25 16.1	185 64Girres Srp. 20p. 8 991-7 4.2 2.6 5.7 9.2 225 121Wassall 5p
BEERS, WINES & SPIRITS  530/ 408/Allied-Lyors. of 526 -1 116.99 23 4.311.3  530/ 408/Allied-Lyors. of 526 -1 116.99 23 4.3	60 334(4) all fine fort 50,8 48 10 - 2.2 - 4.8   1.5   1.4   1.7   1.5	268 856-ces ID & Part Sell 25 - 2 7.0 3.7 7.4 4.8 523 310 Winternan 55 - 8 410 - 16.25 48 2.01 22.7 10 41-46 (February September 19.5 10 41-46
286 1150erentist U.A.) 50. e1 159 +3 5.3 2.5 4.4 11.2 259 istack letters 50. e	140 539 Section (14) Section 1 1794 147 Section 1 1794 1 190 Section 1 190 Section 1 1794 1 190 Section 1 1	2211 75843616 Value 201 221 1 1 4 1 768116 2 21 1 7 1 7 1 1 1 1 1 1 1 1 1 1 1 1 1
2735   2891   0n 8 à pcCrin   \$2647   +2   03 a   5   19.4   158   24   24   24   24   24   24   24   2	218 Compt' 5.6 189 3.36 0 6 4.108.2 371 mits Biscarts of 377 1 15.8 20 5.0 12.5 112 Kety, 10s. 6 14.7 12.25 4.4 4 9.5.1 140 Kerris Cill. 126 15.2 15.3 15.3 15.3 15.3 15.3 15.3 15.3 15.3	130
409 278Scutt & New 20p. o 398 -2 113 0 2.5 4.1 11.9 65 46Dal Net Dv Dr P304 45 5.0 12.1 - 45 12.3 174 2 178 113Disea Gross 10p. o 35 4.4 42 45.5 3.9 2.0 14.3 12.9 174 2 174 2 175 2 174 2 174 2 175 2 174 2 175 2 174 2 175 2 174 2 175 2 174 2 175 2 175 2 174 2 175 2	104 62   her ft W 1100   164 +1   1.88 3 9 2 4 142   104 62   her ft W 1100   164 +1   1.88 3 9 2 4 142   105   conta Corp. 150   328 -16   1016 4 44 1 0 23 3   113   her Corp. 150   44   1.0 23 3   113   her Corp. 150   132   151   151   151   115   conta Corp. 150   132   151   151   151   116   conta Corp. 150   132   151   151   151   117   conta Rest   17   0.5   17   0.5   3.9   14.9   118   conta Corp. 150   132   151   151   151   151   151   119   conta Corp. 150   17   0.5   17   0.5   17   0.5   17   119   conta Corp. 150   17   0.5   17   0.5   17   0.5   110   conta Corp. 150   17   0.5   17   0.5   17   0.5   110   conta Corp. 150   17   0.5   17   0.5   17   0.5   110   conta Corp. 150   17   0.5   17   0.5   17   0.5   110   conta Corp. 150   17   0.5   17   0.5   17   0.5   110   conta Corp. 150   17   0.5   17   0.5   17   0.5   110   conta Corp. 150   17   0.5   17   0.5   17   0.5   110   conta Corp. 150   17   0.5   17   0.5   17   0.5   110   conta Corp. 150   17   0.5   17   0.5   17   0.5   110   conta Corp. 150   17   0.5   0.5   110   conta Corp. 150   17   0.5   17   0.5   17   0.5   110   conta Corp. 150   17   0.5	378 2
BUILDING, TIMBER, ROADS  345 338 Forminate 109 8 346 10.22 5.7 4.0 8.0 65 29 Fresh dissested 54 36 27 5.4 9.3 12 12 12 12 12 12 12 12 12 12 12 12 12	24 15.4 15.4 16.6 1.7 7.0 11.1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	240 1231.5 Pathology 10s, is 141 +2 5.53 3.2 5.2 8.0 E265 E134 flow forp. \$1.
80ks/naa Group 10p  9   130sf +1   13.75 6.4 3.8 5.4   136   106ks/raye 10p  9   21 1   13.75 2.1 6 5 9.7     24   181ks/woods 5p  9   15 +2   14.38 5.3 5.1 7.9   42   11ks/latas 6roup 5p  154 +14   43.2 0.6   20.6	195 141 Ear Without Flore 50c. a 1787-11-1, R15.04 1.7 6.3 11.1 31 31 31 31 31 31 31 31 31 31 31 31 31	## 403(Cestar Ind.) 5c
178 81 Beazer 10p	734 M 100 74 11 20 0.7 1113 20 14 12 27 28 27 27 28 28 27 21 21 28 28 28 28 28 28 28 28 28 28 28 28 28	549 \ 1.539 \ 1.417 \ (20) \
125 69Breedon	170	198 2 Lian 1s. 8 517 2 - 668's 2234 Taisho M COR. 238 2-14 9010% - 0.1 7 149 149 149 149 149 149 149 149 149 149
123   124   125	679 678 booth Indicatives: B 67	131
209 8 \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	925 400(20) 40 20 - 9 53	122 50MMC Grp 12 5p
96 5763-lifterd 50	98 57E Hott (81 o 64 4 51 9 8 9 4 7) 58 47 17 8 17 8 17 8 17 8 17 8 17 8 17 8	115 54 Protect is Red. 50: 4 64: 5 5.22 1.6 10.2 8.0 48 Restrictions in 1.10.0 c 1.1.6 3.2 4.4 8.4 15 7.2 15 7.4 15 15 15 15 15 15 15 15 15 15 15 15 15
466 262/Higgs 6 Hill	174 96 Haden Mar. 209 g 118 7.0 217.9 7.6 19 96 Part 100 g 100 100 100 100 100 100 100 100 1	580 2609st son Zock 10s. st 346 1.83 3.1 6.77 6.43 300 12000 filter table 10s. st 151 1 1 4.8 2.6 4.910.1 550 2609st son Zock 10s. st 330 9.45 2.77 3.91 11 147 39Chrystalis 10s. st 151 11 2.0 15.4 1 550 285 0n. st 16/2 10s. st
250 3 (300 atarg Con, Fr25. 259-1, -1, 035% 5 8 2.3 7.5) 284 [RA2] Do '8' 3.50 (57) 3 (24* 3 2 1.8 17.3 347 208 [ba. ra] 0.6 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	200 (11 5 Kreetrer A. 1 6	58 324F1aten Int
209 130 Manders Milego B 145 6.85 1.9 6.310.0 6 217.9 166 Governor unific to 7 250 140 15.0 3.1 3.115.0 150 820 Martin Billion B 145 6.85 1.9 6.310.0 6 217.9 166 Governor 100 o 217.9 45 15.0 3.1 3.115.0 150 820 Martin Billion B	35 45[Mergitt 5-	1111 S4RKF Group 10p 59 13.75 15 1 0.8 223 125Meter Ratio Gp 56 1 140 5.0 3.0 4.8 9.4 12.8 75MRT 56 5 1 140 5 1 7 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
166 102 Polypipe 10p. c 165 3.5 3.7 2.8 12.5 280 100 Conquier Propie 5p. 8 110 15.82 3.6 7.1 4.7 188 11.4 Promiting 20p. g 188 42 50 2.3 3.5 16.0 2594 173 Control Yesh 10p. g 195 3.1 4.4 9.8 76 25 (a) 10 10 10 10 10 10 10 10 10 10 10 10 10	117	204 127 Relians Sc (pp 50) 194 +2 (7.0 2.5 4.8 11.0 50 456 Scott V 10 p. 5 536 +1 (25.0 3.0 6.2 71 129 149 149 149 149 149 149 149 149 149 14
126 63[Moster 10p g 66] +1 443 3.0 8.7 5.1 228 144[Consumas Elect 8 143] 5.65 2.6 5.3 9.7 199 102[Rogity Group c 183 +2 6.45 2.9 4.7 9.7 55 27[Develoret & 10p. 8 43] 1.7 3.5 5.3 7.2 281 138[WP Group 5p g 155 06 5.6 5.9 4.0 246 138[Dostan Friet Sci 5p. ] 2394 -3 5.2 4.2 9 4 2.9 4 121 448[Smidth Group 10p 44] 17 4 5.2 4 6.1 3.0 128 6.3 9.7 14 15 15 15 15 15 15 15 15 15 15 15 15 15	579 57711 Grom 500 G 582 - 2 177 2 4 4.0 10.1 57 300 miles have tile 577 5 1021 2 7 3 7 9 9 9 2 2 2 4 4 10 10 1 2 11 9 8 10 10 1 2 11 9 8 10 10 1 2 11 9 8 10 10 1 2 11 9 8 10 10 1 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	97 68 468 Acciousre
	### 27 Per visit Landon uses 14   3-58 +0   120.0 1.77 2 + 2   51   334(2354) Bro 180 gt 46 +1   0.75   -1.22   #### 27 Per visit Int 180 o	30 1586.E.P. In A. Histo. 5-9 15 15 104 4 5.2 5 15 15 15 15 15 15 15 15 15 15 15 15 1
	•	· · · · · · · · · · · · · · · · · · ·





Labour and local groups attack Wandsworth's cut of £12 from this year's bill

# Tory flagship sets new poll tax low

THE LONDON borough of Wandsworth, pride of Conser-vative local government, yesterday cut its poll tax figure for the year from April to £136 and again set a benchmark for other councils to match.

The decision to reduce the current level of £148, the lowest community charge in England, will boost Conservative party morale ahead of the local government election on May 2, which could hold the key to the timing of the gen-

real electioo.

The poli tax seems certain to remain one of the most damaging issues for the government electorally, despite its expected. abolition as a result of the review being conduced by Mr Michael Heseltine, the environ-ment secretary. But Wand-eworth council leaders claimed

it could be made to work.

The reduction was fiercely criticised by Labour leaders and by local protest groups, who argued the low poll tax was only possible through "cal-lous" cuts in services.

There was also criticism that Wandsworth, and the other paragon of Tory local authority virtue, the City of Westmin-ster, had indulged in a 'macho" battle to set the lowest poll tax regardless of the consequences. Westminster has fixed its charge at £176, £19 less than the current level.

Of Wandsworth's total budget of £234m, only £25m is peing raised from community chargepayers, a smaller pro-portion than average. The bud-



Polls apart from the community charge: Michael Heseltine takes time out from work on his review of the controversial tax to visit Sheffield's Ponds Forge Sports Centre, part of facilities for the World Student Games in July

get is £15m less than the spending ceiling allowed by the government, but Sir Paul Beresford, leader of the coun-cil, said that services in the borough stood up favourably in comparison with those of any

other authority. Mr Maurice Heaster, policy and finance committee chair-

man, eaid the borough had healthy reserves of £20m and a

contingency fund of £15m, the same as last year, after £7.5m had been put towards funding the community charge. This transfer from reserves reduced the poil tax by £41 a head.

"But we haven't raided the larder and we are still in a

very healthy financial posi-tion," he said. "We are not talking about major cuts, but deliver services more effi-Mr Bryan Gould, Labour's environment spokesman, said

the lesson from Wandsworth and Westminster was that one could only have a low poll tax by savagely cutting services and bringing local government into disrepute. Mr Tony Belton, leeder of

Wandsworth is continuing with its dreadful record of auc-tioning council services. This is a game of buying votes at the cost of services for people who need them."

a heavy defeat in the local elec-

tions last May, accused the Tories of selling off vital ser-vices to reduce overheads.

Tour operators have to

decide over the next few weeks what the level of demand will

actually be this summer and

then confirm bookings with

charter airlines and continen-tal hotels. Many in the travel

trade expect the market to be down by about 20 per cent over last year's level and have

Thomson has cut its capacity for May by 20 per cent, but says that it will take a view on the rest of the summer closer to departure times than usual.

to departure times than usual.

The key question is how far
the war rather than recession
was responsible for the slump
in holiday bookings. Most
travel companies believe the
war was only a delaying factor
and that the real problem has
been the recession

Further interest rate cuts,

planned accordingly.

# price curb order

By David Thomas, Resources Editor

BRITISH GAS was last night beading for an unprecedented legal battle with the Office of Gas Supply, the industry's reg-ulator, after it challenged a legal order preventing it rais-ing prices to some big indus-trial customers.

The order was made by Mr James McKinnon, Ofgas direc-tor general, following British Gas's decision on Thursday to raise prices for gas supplied to power stations by 35 per cent

But the order was rejected as invalid by British Gas, which said it would take the issue to the High Court. This clash is likely to take relations between the company and its regulator

Mr McKinnon was angered both hy the size of the increases and by the fact that they were announced with only 24 bours' notice.

The short notice yesterday caused pandemonium among independent electricity companies, which are trying to enter the UK's newly competitive

electricity market. Many bave been embroiled in months of negotiations about plans to build gas-fired power stations with British Gas, the UK's near monopoly

gas supplier. Fearing that the new prices would make their projects unviable, the independent producers yesterday lobbied Mr McKinnon for helo in agreeing contracts at current prices.

After a last-ditch attempt to persuade British Gas to sign voluntary deals with independent producers at current prices. Mr McKinnon invoked

FRANKFURT (Dan)

New York prices at 12.30

WORLDWIDE WEATHER

UK today: east England and Scotland will turn cloudy with rain after a bright, frosty morning. Wales. Northern reland, west England and

and show on tills, but Wales, N Irelend and the south-west will leter turn brighter with showers. Outlook: sun and showers, then

LONDON (Pence)

**Filses** Baitic .

his powers to issue legally binding orders under the 1986 Gas Act for the first time. The orders, known as "enforcement orders," require British Gas to agree contracts with named customers at cur-

Ofgas officials travelled to British Gas's headquarters in central London late yesterday afternoon to issue the first order, which applied to Thames Power's plans for a £550m, 1,000MW station at Barling Batch in cent I and on rent prices. king Reach in east London.

Thames Power – a joint venture between BICC, CU Power of Canada and Schroders - wants a 15-year contract to burn 500m therms of gas a year, equivalent to about 9 per cent of industrial gas demand. The Ofgas officials warned British Gas that up to three other enforcement orders might be issued by the mid-

night deadline. Texaco also warned Ofgas lt might ask for an enforcement order. It wants to build a £450m, 1,110MW station at its refinery in Pembroke, west

However, British Nuclear Fuels secured a voluntary deal yesterday from British Gas without seeking Ofgas's intervention. It signed a supply deal with British Gas for its planned £100m, 165MW gasfired station at Seliafield in

British Gas yesterday angrily dismissed Ofgas's criticisms, saying that it would be unable to continue supplying all its traditional customers if it met the demands of the new power station market in full.

Cussins Prop. ..... Ford Sellar ......

CHIEF PRICE CHANGES YESTERDAY

24

# British Gas fights Package holiday bookings surge as Gulf fighting ends

than during the entire war.

The Association of British
Travel Agents added: "We
expect a big surge in bookings
now: the peace has come at
just the right time."

ABTA yesterday released a survey, carried out last week-end, showing that even before the war ended there were signs

of an increase in consumer

Gulf reports ......Pages 2 and 3

confidence in holidays. The survey, of almost 1,000 adults, found that 62 per cent said

they planned to book a pack-

age tour this year, compared with 56 per cent who were will-

euphoria may only give a

ing to book a month ago. Yet many in tha travel trade are aware that yesterday's

By David Churchill, Leisure Industries Correspondent

A SHARP SURGE in package holiday bookings has begun following the Gulf war ceasefire and the cut in interest rates earlier this week.

Travel agents throughout the UK yesterday reported the strongest activity this year and expect to be even busier.

The surge comes after a fall in demand this year of about 60

per cent on normal levels.

There's a lot of pent-np demand from consumers just waiting to book," said Mr Peter Rothwell, marketing director of Lunn Poly, the largest UK travel agency chain. "Our 500 shops experienced exceptional

demand for a weekday."
Thomson Holidays, Britain's biggest tour operator, said it had sold more holidays on Thursday - the day after President George Bush announced the end of offensive operations

## Anarchy

Continued from Page 1 home of US troops in the Gulf, Mr Cheney said it might take

**US** hopes

veral months for the pullout to be complete. Mr Bush said there was still

an unfinished agenda in the conflict which included not just the prisocers of war but the continued presence of President Saddam Hussein as Iraq's leader. He stressed the US was not targetting Mr Saddam, nor did it have any claim on Iraqi territory. However, he stressed that nobody could be absolved from responsibilities under

Mr Bush, whose popularity with the US people is at record levels, talked of the war being a prond day for America. "We've kicked the Vletnam syndrome once and for all," he

therefore, are crucial. short-term boost to bookings.

between the vehicles, some covered with the cheap hlankets they took with them. Judging by the scene, with vehicles pointing in all direc-tions, it is hard to believe they

were offering any resistance when they were hit.

One T-54 tank was balanced with a track stuck on the concrete divider in the middle of the road as it tried to get away. An Egyptian who had been taken prisoner with two others by the Iraqis said that his cap-tors had fled in panic during

the air attack leaving them to fend for themselves. This was the road that the Iraqis rolled down in August to invade Kuwait.

The large Kuwaiti border station of Abdaly has been flat-tened although it is not known if this was by allied bombing

Continued from Page 1

or by the Iraqis before they pulled out. Yesterday American and

Yesterday American and British bulldozers were beginning the massive task of clearing the wreckage. The bodies were beginning to smell. The victorious soldiers were moving among the carnage looking for souvenirs.

All Kuwait's 950 producing oil wells have been set ablaze or otherwise damaged by Iraqi

or otherwise damaged by Iraqi sahotage or allied bomhing, according to initial surveys by the Kuwait Oil Company, ter reports from Knwait City.

Our provisional assessment

is that they have damaged every producing well." Mr Musab al-Yaseen, a KOC executive, said in an interview, "Our feeling from checks our personnel have done so far is that all the wells have been exploded."

## US recession may be easing

By Peter Riddell, US Editor, in Washington

THE US economic downturn is likely to continue for some months but there are indica-tions that the rate of decline is

slowing.

A batch of economic indicators released yesterday, which confirm the recession, include: Construction spending, which dropped 26 per cent in January to a total annual rate of \$396.6bn, the lowest level

since December 1988. All cate-gories showed declines.

The Commerce Depart-ment's index of leading indicators, intended to point to changes in economic direction 0.4 per cent in January, its sixth straight decline, for the longest run of falls since 1984. Six of the 11 indicators in the index were negative in January, including average work week; building permits; the rate of deliveries; money sup-ply; changes in prices of sensi-tive materials; and stock

 The monthly business index prepared by the National Association of Purchasing Management rose slightly last month, for the first time since May. The purchasing managers' index was 38.5 per cent in February, up from 37.7 per cent in the previous month. A reading below 50 per cent indicates

He noted that the new orders index rose slightly; the supplier deliveries component was stable; and stock inventory lev-

six to nine months ahead, fell

Mr Robert Bretz of Pitney Bowes, chairman of the associ-ation's business survey com-mittee, said that "although the economy is still in decline,

that the manufacturing econ-omy is declining, it has now been below that level for nine consecutive months.

there are eocouraging signs that we may have reached the bottom of the declining trend".

# Prosperous living at the Abbey

On the basis of yesterday's figures, the best thing for Abbey National's manag might be to sit back and let its reputation grow. While the clearing banks have been busy ciearing banks have been busy covering up lending mistakes. Abbey has been plugging away at mortgage and personal finance, convincingly building market share and profits. Its near-12 per cent dividend increase carried a conviction sadly lacking from the recent announcements by Lloyds and Barclays. Above all, the cost in provisions has been mini-

True, Abbey's cost-income ratio is still that of a building society rather than a traditional clearing bank. By any standards, though, it runs a mean outfit. It has demonstrated a floribility which must strated a flexibility which must be the envy of Lombard Street. It actually managed to increase profits by 8 per cent in the second half over the first, mainly by squeezing hard on operating expenses. Naverthe-less, staff numbers rose over the year. The 20 per cent year-on-year growth in average interest earning assets is probably unrepeatable, but the £106m of income from insurance suggests at least one business area with plenty of room for growth. Even the continued losses from estate agency have not shaken the strategic case for that business.

Shareholders have had a fine run since flotation in July 1989. At 257p, the shares are just off their high, having outper-formed the market over the or forecast earnings of £635m this year, the p/e of just over 8 still looks undemanding.

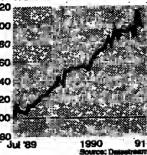
Gulf reconstruction

The distaste for ambulance chasing in Kuwait forcibly expressed by one London stockbroker yesterday does not appear to be widely shared. Among UK building companies, John Laing and Costain have jumped 13 per cent and 7 per cent respectively over the last two days. Even Higgs and Hill had some life left yesterday after Thursday's jubilant 43p advance. The UK construction sector has risen 22 per The distaste for ambulance tion sector has risen 22 per cent since early Fehruary, a full 10 per cent better than the market as a whole.

Ohviously, lower interest rates and hopes that the UK housebuilding cycle has bot-toned are partly responsible. But there is reason to suspect that the sector re-rating is run-ning ahead of itself. It requires an act of faith, for example, to believe that UK construction

FT-SE Index: 2,386.9 (+6.0)

Abbey National Share price relative to the



companies will end up with the much-mooted figure of 22 per cent of Kuwait's final bill for reconstruction, which is wildly estimated at between £30bn and £50bn. Even then, margins will be nothing like what they were in the last two construction booms in the Middle East. Kuwait and other countries in the region have learnt a thing the region have learnt a thing or two since. Three per cent margins, against 10 per centplus in the mid 1970s, are probably all that can be expected

Total profits for UK compa-nies could be of the order of £55m a year beginning in 1998. With at least 10 players shar-ing the spoils, that is hardly a bonanza. After all, AMEC is likely to have made £75m last year and even a bombed-out Wimpey has made £100m in the past. This year and next will be tough in the UK. The market is looking a long way ahead to justify multiples in the high

Markets

Since its low point five months ago, the London equity market has risen 20 per cent. This brings it back from the bottom to the top of a trading range in which it has fluctiated monotonously over the past two years. The obvious question is whether this is finally the breek out into a greek. finally the break-out into a sustained bull market.

There are one or two positive signs. The ratio between gilt and equity yields, which in late January hit bottom at 1.78, this week went back up through its traditional floor of 2.0.

The yield on equities, which then stood at 5.7 per cent, has just gone back below 5 per cent. Perhaps most significant of all, small company shares, which have taken a terrible battering in the past two years, have in the past month shown

the first signs of outperform-

ance.
With the Gulf war out of the with the Gulf war out of the way, there seems no reason to doubt that this latest rise is sustainable. The limiting factor from here is the scope for economic recovery. James Capel points out that in 1981, real industrial earnings in the UK fell by 28 per cent, followed by a real recovery of 14 per cent in 1982. In 1991, the real decline will perhaps be of the order of 3 per cent.

3 per cent.
The same kind of recovery next year seems out of the question. In the year from October 1981, UK base rates fell from 16 per cent to 9 per cent with a corresponding collapse in sterling. It may be doubted whether ERM membership allows the same fall in base rates. It certainly does not allow the same fall in sterling. There is, of course, a push

the other way in the form of falling returns on money. The scope for interest rate cuts after the next one or two is anyone's guess. It, at the opti-mistic extreme, base rates fall as far as 10 per cent by the end of the year, the return on cash from here is fust under 10 per cent. With equity yields at be per cent and dividends scarcely rising, the implied year end level on the FT-SE to match the total return on cash would then be 2,500. It is scarcely the recipe for a buying panic. But it does suggest that the latest rise in the market is based on calculation as much as senti-

#### British Gas

The sight of British Gas upsetting its regulator must be becoming faintly unsettling for its shareholders, especially when it is not at all clear why it is bothering to risk a referral to the Office of Fair Trading or even the Monopolies and Mergers Commission on an issue currently of minute financial significance. Its hasty 35 per-cent price rise on supplies to power stations not yet built was supposedly designed to shut off this demand until 1985 when gas supplies will be

point Laboratory of the Control of t

larger.

The effect will be to stall the entry of an important class of independent generators into the nascent electricity supply industry. The inescapable conclusion is that Gas rather fancies this market for itself and is crudely trying to see off the competition. Ofgas is quite right to be angry. British Gas still appears not to appreciate that if it wants to diversify, it must be seen to act fairly as must be seen to act fairly as

## FIDELITY FUNDS

# Target Today's Investment Opportunities.

Our global investment range is one of the most comprehensive available and provides investors with unrivalled opportunities for international investment in today's fast-

moving markets. With Fidelity Funds you have the choice of where. when and how to invest around the world - backed by the global investment expertise of the world's largest independent investment management

organisation. For a prospectus and Major Market ASEAN

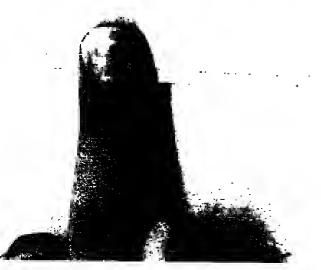
The Fidelity Funds Range

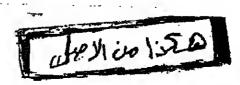
further information please contact any of the Fidelity offices listed below. Loudon: Hilary Smith 44 71 283 9911 Hong Kong: Richard Wastcoat 852 848 1700

Tainei: Bonita Lee 886 2764 8931

Munich: Stanley Bronisz 49 89 33 6203 Amsterdam: Teun Scheer 31 20 710 976 Jersey: Geoffrey Tair 44 534 71696 Bermuda: Mike Sommerville 1 809 295 0665







# eekendFT

SECTION II

Weekend March 2/March 3 1991

# A liberated press struggles to be free

N PRAGUE'S Wenceslas Square, scene of martyrdom and revolution, you can these days buy, at a price, pretty well any newspaper or magazine you want: foreign publications and soft pornography from the boulevard entrepreneurs – dollars wellcome - Czech papers from the state-owned kiosks.

This is just one sign of the changes sweeping through the media of the front-line states in post-Communist eastern Europe. Although in most of these economies, privatisation has been disappointingly slow and foreign investment cautious, in the press both have been dramatic. Poland alons has 118 newspapers on the auction block and the west's press barons are prominent among the hidders.

In Hungary, Rnpert Murdoch owns half of both Moi Nap, an evening tabloid, and Reform, a frowsy and therefore hugely successful weekly. in the same country, the Czech-born, Hungarian-speaking. British-domiciled Robert Maxwell has control of Magyar Hirlap and Esti Hirlap, two leading dailies.

From Germany, Bertelsmann and the Axel Springer group, and from France, Jean-Louis Servan-Schreiber's Expansion group and Robert Hersant's conservative Le Fignro group have also made bold moves. The former west German press has also more or less devoured the east's joint ventures, as they are politely called – although here too Maxwell made a splash hy joining with Gruner and Jahr to buy the former Communist Party's Berliner Verlag publishing house.

There have even been signs, flickering a little more darkly recently, that some countries – notably Hungary, perhaps Poland – are also prepared to countenance serious foreign investment in their television industries; a radical thought, even in the west. Murdoch had to change his citizenship to own an American TV network. But this ferment of activity is

feeding a deepening debate in the centre of Europe about what constitutes a free or an "independent" press. Does the fact that newspaper titles have been pitched from direct Communist Party control to owner-ship by other state organisations or by other interest groups, such as

the church or trade unions, make them in any real sense "independent"? Does this matter, so long as there is enough variety of partisan owners? Are the organs of revolutionary groups such as Solidarity in Poland and Civic Forum in Czechoslovakia doomed to the same kind of craven dspendence upon their governments as was, say, Rude Pravo in the bad old days? What laws should govern the media? What is the legitimate role of the the church or trade unions, make What is the legitimate role of the public sector, if any?

Undoubtedly the west believes it has a large stake in these questions and not just because it is home to the media barons. The seepage of foreign radio and television into foreign radio and television into east Europe and the loosening of domestic media which followed glasnost played a big part in toppling the Communists. The further development of a "free" press and hroadcasting system is judged in the west to be indispensable to the consolidation of democracy.

Already, numerous American and some European foundations are

some European foundations are husy thinking of ways to help. Their activity, though, raises a question asked less often: does the west know what it means by a free press? And anyway, how much can new democracies learn from older ones, most of which have perse-

ones, most of which have persecuted journalists at some time.

Daniel Defoe, the "father of English journalism", was pilloried and jailed in the early 18th century before, eventually, toeing the line, "I agreed," he said, "to give the Court no trouble, but to plead guilty to the indictment, even to all the adverts; the seditiously's, the maliciously's and a long rhapsody of the lawyers and et ceteras."

A survey of east Europe's press by the World Press Freedom Committee, a Washington-based organisation which earlier fought to over-

sation which earlier fought to overturn the infamous Unesco-inspired "world information order" project, indentifies a range of threats to the survival of free media in the eastern part of central Europe, "both external political and economic ones and the more subtle one of intellectually corrupted mentalitie

monopoly control of distribution and printing, the price and avail-ability of newsprint and lack of basic understanding of how to sell

Economic problems include



advertising, run budgets and adapt to modern technology. The intellec-tual difficulties, the report suggests, are rooted in a continued preference for polemical, rather than informa-tion-based journalism.

It also detects an ambiguous rela-tiouship between government offi-cials and the press, caused in some cases by the fact that journalists from revolutionary groups such as Solidarity and Czechoslovakia's Civic Forum are running their Civic Forum are running their countries, but mostly for an older reason, namely that "the nomenklatura is still largely in power in and around the press." The committee suggests that the west might help with twinned newspapers, new journalism schools, free equipment, free western newspaper subscriptions and wire services and a mobile library.

library. Last week at Stirin Castle near Prague I joined a group of Euro-peans and Americans to discuss these issues and to see whether yet another American organisation, the New York-based Institute for East West Security Studies, could make a contribution too.

The conference was low key and informative, though I felt perversely encouraged by the fact that most of the Czech journalists listed to attend did not turn np. That week-end. President Havel's revolution-ary Civic Forum was officially due to tear itself apart amid torrid accusations of personal ambition and reversion to authoritarian ways. The views of the Hungarian, Czecb and Polish journalists were as varied and patchily informed as

But is it trua? The press in eastern Europe is trying to learn new habits

those of their counterparts in the west about their own systems of press ownership. The Hungarians are aggreed that Maxwell has cut are aggreed that market has cut staff, they say in breach of promises given, but they also point out that he has invested in presses.

Some think the growth of soft porn journalism a feature of capitalism to be deplored; others see it as

harmless or vigorously irreverent. They also point out that almost all Hungary's quality papers are anti-

Journalists from Hospodarske
Noving, a Prague economic daily,
say "so far, so good" with Expansion's 45 per cent stake in their
husiness, but since 55 per cent is
still owned by three state banks and
the government information

agency, readers might not expect

radical departures.

Conversations at the interface

between western goodwill and east-ern editorial practice, however, have not always been so even-tem-

pered. Last year, Ben Bradlee, executive editor of the Washington Post, clashed with Michael Zantovsky, the former Reuter Journalist who is

President Havel's press spokesman.

who sits in an ornate circular office

in Prague Castle, breezily told Brad-

lee and fellow visiting luminaries that he would be prepared to sue

Zantovsky, an impish intriguer

66 per cent vote. The Poles are also

As western media barons roam across eastern Europe, Ian Hargreaves visits Prague and meets journalists worried about press ownership and accountability

government in political tone. The claims of the new owners that they are only in it for the money are treated sceptically, but there is also an urgent desire to learn business skills.

"Foreign capital comes with technology and management expertise."

says Dr Jacek Poprezeczko, deputy editor of the co-operative-owned Polish weekly *Polityka*. "Also for-

eign capital has time and for profits." There is, however, considerable interest in ownership structures power of the new investors. Tygod-nik Gdanski, based in the home of the Lenin Shipyard, has sold 51 per cent of its equity to Hersant, but major editorial decisions require a

interested in mechanisms used in Scandinavia and the Low Countries to be adjusted for responsibility, especially where misreporting could to subsidise smallsr circulation, more specialised newspapers and journals. lead to civil disturbance. In a subsequent article, Bradlee cited Jefferson and thundered: "The

cited Jefferson and thundered: "The last US attorney general to sue journalists, in the Pentagon papers case, himself ended up in Jail."

No Czech journalists were either sued or jailed, but today, Zantovsky says he regrets the provocative way he put his points, though he thinks the visitors were "a liftle too self-assured" in their counterblast. "With these ground rules for covering the these ground rules for covering the Gulf war, they're not so cocky now," he says, CNN playing silently in the background.

jall. Press freedom, he argued, had

Zantovsky says the Czech press is now "more mature" than it was a year ago, but there's still a sting in the tail. "They can write what they want, hut their confidence also allows them to be-less aggressive than they needed to be because they see the benefits of balance and seri-ous criticism." When he says this, Zantovsky is doing no more than reflect the tone of his former dissi-dent writer boss, who in a recent interview with Czech radio berated "uncivilised" journalists for writing about the split in Civic Forum only days hefore Havel helped from behind the scenes to stage manage the split in the forum's congress. Have said that without self-re-straint the country still risked total

economic and political collapse. However much this offends the American ear, it is partly explained by the fact that all of Europe's press traditions have a different ione

from those across the Atlantic. For Warsaw, Prague and Budapest, the most influential quality press tradition is that represented in Germany by Die Zeit or in Parls by Le Monde; by Die Zeit or in Paris by Le Monde; stronger on essay-writing and comment tradition than in aggressive news reporting. Further south, Italy offers a model of largely partisan and party politically based media. It seems unlikely that Europe's new democracies will go for an American approach to press freedom — enshrined in the constitution, underpinned by Act of Congress and impregnated into cans of Coke sold in American journalism schools. They are more likely to find themselves peering through a murkier mist to ask why one westarn capitalist, with his shares arn capitalist, with his shares quoted on the stock exchange, has a good record of non-interference with journalistic integrity, when

n Prague, it is not altogether easy to explain, for example, why the Pearson group, owner of this newspaper, appears to have the knack. When you explain the history of the aristocratic ownership of the company, the structure of its shareholdings and the range of its non-mulpany, the structure of its shareholdings and the range of its non-publishing interests, earnest faces ask whether to produce a great business newspaper you need also to own a zoo and a waxworks. What you need, ideally, is to find circumstances in which editorial integrity is a commercial virtue.

This, in fact, goes to the heart of east Europe's understanding gap. At this stage, the free market is still better understood as a political slogan than as a day to day practical reality, with costs as well as benefits. The expression of consumer preferences, with its consequences in price movements, husiness failures and joh losses, is still something which causes fear rather than a sense of confidence that here is a working engine of a democratic society. It is certainly also true that in a healthy free press market, you also need fierce regulation against excessive concentration of ownership and a legal framework – ideally entirely of civil law – which deals with issues like defamation. But what private sector newspapers and broadcasters need before all these things is profitability, still an elusive thing in the east, as the western press barous are finding, without adequate profits, cunningly structured editorial boards are not much use, as great newspapers such as Le Monde and The Times know only too well.

But the west should not fret too much about journalism in the east. At the Lucerra Palace last Satur-This, in fact, goes to the heart of

much about journalism in the east. At the Lucerna Palace last Satur-day, Civic Forum's unruly delegates gathered and the two main factional protagonists delivered to camera a well-rehearsed handshake. Zantovsky was there in the wings, looking pleased with himself, and there was much anxiety expressed about reemergent authoritarian ways. That anxiety is everyone's best guarantee that things will continue to work

After all, it was a great American journalist who said: "We write frankly and freely, but then we 'modify' before we print." Which American journalist? Mark Twain.

# journalists who got damaging facts about the government wrong and that anyone who published a controversial list of former Czech police informers might deserve to go to hy investors feast amid the famine

LAID-OFF CAR workers, idled travel agents and under-hudget newspaper advertising execu-tives may not be able to understand it, but the stock market has got the hit between its teeth again. At least the stockbrokers are starting to make some money, even if the estate agents still struggle.

The insensitive spectacle of share prices booming while the economy slumps has many precedents, but not recent ones, because we have not had a significant recession for ten years. I well remember, however, the newspaper headlines In the spring of 1972 when unemployment was approaching the then shocking level of im but the stock market was shooting to new all-time peaks. Again, in 1982 the stock market began to surge while the economy was apparently locked in deep

it can happen the other way around in the latter part of 1988 industrialists complained bitterly that their share prices were falling in spite of the fact that output, orders, profits and dividend growth had nevsr been better. Relations between companies and their institutional shareholders dropped to

a new low point.
Two or three years further on it is the finance directors on it is the manie directors who are gloomy. Their results for the imminent reporting season will be as dreary — even cataclysmic — as in 1988 they were bnoyant. Yet investors are suddenly eager. If those finance directors were quicker on the uptake they would be able to raise a lot of cash by floating rights issues.

The end of the Gulf War has, of course, something to do with it. As a consequence of the invasion of Kuwait last August share prices worldwide dropped by almost a fifth in two months, as the financial markets speculated wildly about oil at \$70 a barrel and a consequent global slump. During the six week war, with ever-increasing evidence of an overwhelming Allied victory,

some 18 per cent. But there is much more to it than that. In particular, short-term interest rates have been falling almost everywhere except in Germany. Stock markets in the US, Japan and now the UK have responded enthusiastically to the cyclical down-turn in the cost of money. Cycles in financial markets follow a well-established pat-

the world index has climbed by

tern. in a bear market, bonds touch the bottom first. in the UK, for instance, gilt-edged yields peaked out last April (that is, prices reached a low point). From around 12 per cent yields on long-dated gov-ernment bonds fell consis-tently, especially after ERM entry in October. Today the UK long government bond yield is just over 10 per cent. Next, the equity market turns upwards too, after a time lag which is highly variable but is usually between three months and a year. The FT-SE 100 Index, for instance, hit a low at the end of September, five months after the gilt-edged market. Other asset markets may take much lowers to eather

may take much longer to catch a whill of enthusiasm. The

commercial property market,

The Long View



Once again we are treated to the distasteful spectacle of stock markets booming while the economy languishes. The cycles of the market and industry are out of sync

for example, appears still to have been weakening in recent months. Fringe markets such as fine art are the real tail end Naturally, the patterns are not always so clear-cut as this.

US Treasury bond yields, for instance, followed an erratic downwards path for several years and did not provide very much of a lead indication before the turn of the US equity market in mid-October. And the vigour of the rallies can vary tremendously. in 1975 UK share prices doubled within a few weeks, because they had previously tumbled so low in the face of a vicious so low in the face of a victous financial squeeze, in contrast, last year's setback to the Footsie Index was distinctly modest, and indeed this particular index moved to within 4 per cent of its all-time peak in nominal terms this week (although still some 24 per cent short on an inflation-adjusted basis). So there must be doubts about the amplitude of this current cyclical upturn, although not about its validity.

But how can we explain it all
to the baffled company executives? There are some purely financial answers: interest rates are coming down, so keeping money on deposit is no longer an easy option. In 1990 a pension fund manager could have earned 16 per cent hy keeping his whole portfolio liquid, while his peers holding the normal spread of assets (mostly equities) auffered an average return of minus 10½ per cent. Nobody was entirely in cash, of course, but average pension fund liquidity touched 10 per cent at one state last year, Later in 1991, though, short-term aterling interest

rates could well tumble into

Another way of looking at it is to say that the stock market is anticipating the benefits of the recession. It sounds cyni-cal, but a lost job in these circumstances is a saved cost. Even the cosy clearing banks, which will shed many thousands of jobs this year, are fac-ing shareholder pressure on this now. And it is now becoming possible to see past the bottom of this recession. Some of the scarier statistics on the corporate sector's financial problems, with a financial defi-cit of over £30bn Indicated by the official statisticians, pro-portionately worse even than 1974, now seem to be mislead-ing. And this week ICI turned in a profit, albeit reduced, and held its dividend, which is more than it did in the traumatic days of early 1981.

But while a recession may have a silver lining - even a golden lining — for investors there need to be growth phases in the cycle too. Last Monday, however, the January trade figures emphasised that even in mid-recession the UK has a serious supply side problem, exaggerated by an overvalued currency. So as the economic recovery develops it could quickly run into problems.

But then, students of the stock market cycle are never very enthusiastic about economic booms, anyway. There's nothing quite like a good recession to get share prices moving upwards. Yet those sacked advertising copywriters and redundant accountants will find it hard to appreciate the logic.

# PEPS AND PERFORMANCE FROM NEWTON.

The Newton Income Fund is the top performing PEP Qualifying Unit Trust over 5 years to 1st January 1991.

In fact, over any period its performance is outstanding. It has outperformed its nearest rival in the UK equity income sector by 24% over the last five years.

8th over 1 year 1st over 2 years 2nd over 3 years 1st over 4 years 1st over 5 years

Newton's other qualifying PEP unit trust, the Newton General Fund, is second out of 155 funds in the International Equity Growth sector since it was launched in February last year.

Remember that the value of investments and the income from them may go down as well as up and that past performance is not a guarantee of future success.

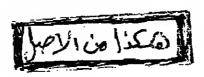
("Source: Micropal to | January 1991, offer so bid, to

For more information plets	e fill to this couper and	d send it to Newton Pand Managers Limited, No. 2 London Bridge.
		e Semantha Gilchrist or Journhau Fowell on 071-407-4404.
	•	

NEWTON

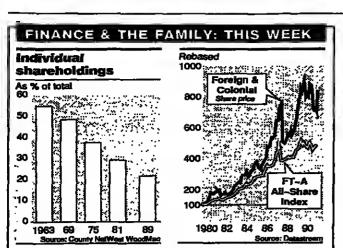
A NAME FOR THE NINETIES

single figures. Fund managers are therefore being forced into longer-term assets, including CONTENTS Finance & the Family: The hase rate cut: what it means for you ill Art Collecting: Two colour pages XII-XIII Perspectives: Justin Wintle visits a forgotten battleground Property: Costly havens in the Channel Islands XVIII Food & Wine: Jancis Robinson reports on a City institution Private View : Elisabeth Frink tells Christian Tyler about her art X XXII



FC

Brit



#### Individual shareholdings continue to decline

Whatever happened to wider share ownership? Despite all the privatisations and employea chare schames, the proportion of equities held by individual shareholders has continued its long term decling. The number of private shareholders may have risen to 11m (from 3m in 1979) but the size of their holdings is so email that the effect has been dwarfed by the growth in pension funde. And County NatWest'e analysis shows that even in the privatised companies, which targeted small shareholders, the proportion of shares owned by the public le the same as in the rest of the market. Philip Coggan

#### Foreign & Colonial hopes for happier times

Foreign & Colonial Invastment Truet had a bad year in 1990, with its net asset value per share falling by 24 per cent, compared with e drop in the FT-A All-Share of 14 per cent Nevertheless, its long term record is excellent as the graph shows, with its chares comfortably outperforming the All-Share elnce 1960. Mors and more private investors are recognising its strength end the number of the trust'a sharsholders increased by 49 per cent, to more than 38,000, last year. PC

#### TESSAs tempt savers

Building society figures released this week suggest that most TESSA accounts are being opened by people who are already substantial eavers. The Building Societies Association says that the average TESSA balance opened with its members in January was £2,650 - not lar short of the £3,000 first year ceiling for TESSAs.

A total of £1.68bn of savings flowed into building society

TESSAs from 636,527 savers. They helped push last "month's building society savings total up to £934m from £408m in December. At the eame time building eociety lending was down slightly. New loans agreed during the month totalled \$2.51m, compared with \$2.64m in December. David Barchard

#### Barclays' fraud losses mount

Barclays, the UK's largest credit card Issuer, sald this week that fraudsters had cost it £25m in losses last year, more than double the previous year's loss. This helped tilt Barclays credit operations — once a big money spinner — into an overall £4m loss for the year. The trouble with credit card iraud is that it is very difficult to

track down. Many cards get etolen when they are being mailed out to holders. But a lot of retailers are not strict enough in checking people's identities when they accept Barclays is now trying to organise a concerted industry

crackdown and will be talking to the Royal Mali to find ways of tightening up on postal theft. There are other possibilities for action. Putting holders' photographs on the card may not be practical. Sir John Quinton, the bank's chairman, says: "People grow beards, or just grow old. It doesn't always work." Brian Pearse, the bank's finance director, believes the UK should have a Continental-style official identity card

#### New funds round-up

New product launches this week include the CMI Secure Future Plan from Clerical Medical International, which is an investment bond with a guaranteed return of capital. The bond will invest in futures markets. GT Management has also launched an offshore fund investing in Latin America end Britannia Life hes launched a fund of funds using its unit trusts. PC

#### Helping hand on tax matters

The Inland Revenue has been working herd to help people understand the arcane tax laws. Booklet IR112 describes how non-taxpayers can recleim Income tax If it is deducted from their bank or building society account after April 5. Two old booklets have been revised — CGT13 explains the capital gelns indexation allowance for quoted sheres; IR63 details the MIRAS (Mortgege Interest Relief At Source) system. All sre aveilable free from your local tax office. The Revenue has also cut the rate of interest in relation to tax paid late end overpaid from 12.25 per cent to 11.5 per

#### INSIDE...

#### BES 'quarantees' under fire

John Authors reports on a popular but controversial method of offering Business Expansion Schemes. Plus e new Family & Finance eervice showing where Investors can find the best interest rates for their hard-eerned money. Page V

#### A new twist for investment trusts

Scottish American Investment Company (Saints) surprised many this week by announcing that it is to pay 3 per cent commission on lump eum investments into the truet. Philip Coggan and Eric Short look at the ramifications. Page VII

#### LONDON

## City catches an early dose of election fever

THE AIR of relief which swept the world's stock markets with the ending of the Gulf war had a particular savour in London that helped push the FT-SE to within 65 points of its all-time high . . . the smell of a possible early general election.

The speculation was encouraged by Wednesday's half percentage point cut in the bank base rate to 13 per cent, which allowed mortgage rates to fall. The futures market now pre-dicts interest rates will drop to IL5 per cent by June – just in time for a summer election. It was not as if there was any shortage of bad news in one of the busiest weeks of the current corporate results sea-son. National Westminster Bank kicked off a grim week for the financial sector by failing to increase its second-half dividend. Although the group's pre-tax profits of £504m were in line with expectations, Nat-West more than doubled provi-

2386.5

415

429

618

434

372

346

67

15

407

FT-SE 100 Index

British Aerospi

Carlton Comms

Higgs & Hill

Leing (J) A

Saatchi & Saatchi

THE CRUSHING of Iraq's

remaining military power

brought no victory rally in the

US equity market this week.

since a clear-cut allied win has long been factored into prices

part of the remarkable

surge which moved the Dow

Jones Industrial Average up by over 400 points in the weeks following the outbreak

the next decisive move is going to be up or down.

dne for a correction. Price/ earnings ratios and yield sta-

tistics suggest that the market

is not cheap for an economy still stuck in recession, while

last month's rush to buy stock

wheat from chaff bas some

way yet to go. But the larger question is

whether the coming months will see further sustained ral-

lies, as many analysts are now

predicting, which will take the Dow decisively over the 3,000

barrier, with the recent surge

in equities marking the start

of a sustained bull run as the

However, just as Wall Street was almost unanimonsly wrong-footed in predicting a dramatic fall in the Dow on

the outbreak of war, so con-trarianism would suggest that this rosy outlook is also likely

to prove illusory.

Much depends on bow rapidly and how strongly the domestic economy does turn

around. There have been some tentative statistical signs this week that it may be bottoming

out, with the National Associa-

tion of Purchasing Manage-

US pulls out of recession.

as the Federal Rese

The Dow certainly seems

LASMO

Lopex

Berclays

sions against UK bad debts to

Most chilling for City dealers was the warning that County Natwest, the group's invest-ment banking arm, had been given two years at most to prove it can make money out prove it can make money one of share-dealing and broking. County has been struggling ever since Big Bang, the 1986 deregulation of the City, and

last year lost £49m. Barclays, Britain's largest clearing bank, continued the gloom by reporting that the recession had cost it bad debts of over £800m in the UK last year. However, the market had been well warned about what Barclays described as "disap-pointing" pre-tax profits of £760m and the shares rose as investors focused on plans to shrink its Ul levels by at least 15 over the next five yes Nothing good had be seen from the big of

HIGHLIGHTS OF T

+728

+22

+5

+64

+41

+45

+28

+56

+25

+29

+15

1990/91 High

2463.7

47212

429

28

629

610

989

357

486

510

347

196

275

539

lived down to expectations. Commercial Union, General Accident, Eagle Star and Royal Insurance all reported beavy underwriting losses. Stormy winters, subsidence caused by hot summers and an increase in motor claims, fires and thefts were cited. However, all four groups said they would force through increases in rates for commercial insurance business, even if it costs them market share.

Even good figures were tem-pered with caution. Vickers, the engineering group which makes Rolls-Royce motor cars and Challenger tanke, increased its pre-tax profits by

rofits of strong and s	of 15.4 per cent but warned that trading profits for 1991 might be lower than last year.  Trying to sell Rolls-Royces in the UK and US is obviously not easy when both economies are still gripped by recession. The	Pat SH Ca
HE W	/EEK	ť
1990/91 Low		y C U
1990.2	Base rate cut, Gulf war ends	
326	Benefits from end of the Guif war	a
290	Banks higher after results	31
7	In bids falics	c
473	Reasouring results	n
298	TV franchise hopes.	n
669	Good results	C
133	Feers over future of BSkyB	2
262	Kuwait rebuilding contract	d
212	Dies in the law profits	C

#### WALL STREET

1512

208 Kuwait rebuilding contract

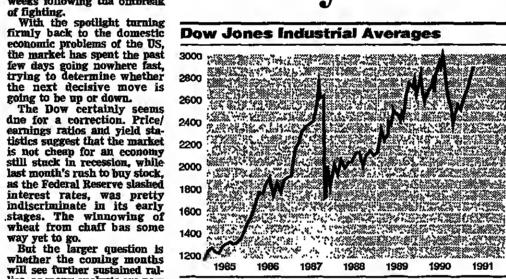
42 Warburg recommendation

295 Strong refining prospects

Bargain hunting on rights leave plans

245 Countering recent under valuation

# Dow ends its victory march



ment reporting yesterday that in February the rate of eco-nomic decline lessened for the first time since last July. The end of the war should also boost consumer confidence and a further round of Fed easing is possible over the next month or so.

But the excesses still being worked ont of the financial system mean that any recovery will probably be slow and the economy could spend months bouncing along the bottom - a pattern that will hardly favour cyclical sectors, such as cars and steel.

Ford Motor, the second largest US car manufacturer, this week forecast a substantial first quarter loss and followed

rivals General Motors and Chrysler in announcing a hig cost conting programme, including early retirement and lay-offs for white collar workers. Ford wants to cut \$3bn from its cost structure by the

end of the year and says it is already half-way there. Wall Street expects the com-pany to follow GM's lead and cut its dividend next month. But there is also a suspicion that Ford's cost reduction programme may not yet be as tough as its rivals' and stronger medicine may be needed. A big loss provision this week at Westinghouse Electric, the diversified technology group, shows that expunging the excesses of the late '80s

from the financial system still has quite a way to go. Westinghouse, with interests ranging from broad casting to power generation equipment, became increasingly reliant in recent years on a bold push into financial services, with a heavy emphasis on property.

But the collapse of the property and junk bond markets and the mounting difficulties of highly leveraged companies means that it is now taking a \$975m pre-tax charge and radically cutting its financial services operation. It also expects earnings to decline 10 to 15 per cent this year.

Westinghouse has a similar mix of businesses to General Electric, which expanded even more aggressively into finanyear ago, had to take \$750m in junk bonds and other investments on to its own balance sheet from that of its securities subsidiary, Kidder Peabody. But GE appears to be in far better shape than Westing-house and reiterated this week that its outlook for the year was "positive".

The same cannot be said of the property market. Citicorp, the largest US bank, warned this week that it expected another big increase this quar-ter in its portfolio of doubtful commercial loans, while domestic mortgage delinquen-cies are also rising sharply.

War may bave restored America's national confidence, but consumer confidence still has an awfully long way to go.

Monday	2887-87	_	L49
Tuesday	2864.60	_	23.2
Wednesday	2889.11	+	24.5
Thursday	2882.18	-	6.93

Martin Dickson

## 2300 2200 2100 2000 1900 1800 1987

is increased by the delay of the Britisb government in deciding whether it will buy Challenger 2 to replace the Chieftain bat-

British Aerospace, the mili-tary and civilian aircraft group which also makes weapons and owns Rover cars, increased pre-tax profits by 13 per cent and said it was confident about and said it was comment about the company's longer-term growth prospects. However, BAe warned it would continue cutting costs by shedding jobs and rationalising production. Taking steps to deal with recession was also the main

theme of the most apprehensively awaited results of the year so far — from Imperial Chemical Industries, one the UK's largest manufacturers. ICI spooked the City 10 years ago when it responded to reces-tion by unexpectedly cutting its dividend.
The chemicals giant was

areful not to make the same mistake again and its shares rose after the dividend was naintained in spite of a 36 per ent fall in pre-tax profits to 1977m. The one surprise ICI did spring was to make an extraor-dinary charge of £300m to cover divestments, closures and restructuring measures.

Glaxo, the drugs company, also cheered the market with a per cent rise in interim pretax profits to £617m. Its shares jumped 6 per cent after the group said recently launched drugs had helped it to increase

sales by 12 per cent.
It could be argued that the FT-SE's 72-point surge this week is merely e long overdue correction in the relative value of equities. The chart shows the yield ratio, which divides the redemption yield on 25-year gilts by the dividend yield on the FT All-Share Index. At any time investors can choose between the initial higher yield, lesser credit risk but lower growth potential of a gilt, or the lower yield, higher risk but greater growth pros-pects of a share. When the ratio is low, investors are preferring the security of gilts -and when it is high, they have opted for the attractions of

For most of the last 15 years, the ratio has fluctuated in a band between 2.0 and 25. The 15-year low of 1.78 was reached on January 22, so it may be that shares are advancing as

Yet the strength of the London market stood out internationally this week - and domestic political reasons seemed more compelling than any signals from the avalanche of corporate results. Last year Tories were enthused by the prospect of the so-called "golden scenario" - the combination of falling inflation, interest and mortgage rates which has long been forecast for this spring and summer. That conjunction seemed to

have been clouded by the Gulf conflict and the unexpecte depth of the UK recession. The sudden ending of the Gulf con-flict has put such thoughts back at the forefront of politicians' minds. If there is one thing the City likes to bet on, if is the desire of a government to be re-elected.

Of course the Tories may not take the high risk of calling an early election. But most fund managers, who have stayed liq-uid, are determined not to be left sitting holding cash if the market has embarked on a pre-election rally. On Thursday share turnover reached 841.3 shares, only recently exceeded by the 1.09bn shares traded on October 8 after Britain's full entry into the European exchange rate mechanism.

Investors will no doubt con-tinue to punish companies which surprise the market with bad news. But even if it has raced ahead recently, London continues to look like a market which is seeking rea sons to advance - not to retreat.

As the "golden scenario" comes back into focus, the City will pay increasing attention to political factors such as the forthcoming Ribble by election, the Budget and May's local government election results. Not for nothing was the dismal science of economics originally called political economy.

Andrew Bolger

THE RESERVE TO THE RE

27.75

.

3,500

1000

\*\*

المنطبية الما

A Property

S. . . . . .

.

Section 18

## SMALLER COMPANIES

# The penalties of flotation

TOTTENHAM Hotspur tries to put together a rescue package that will reduce its £10m bank debt without forc-ing the sale of its football stars, CSCI HGSC\* fans must he wondering whether its stock market listing has played a part in its ills. At the annual meeting this week, one of the shareholders

money, but in Terry Venables (the cinb manager) and the team. There is no right offer for Paul Gascoigne."
Of the three football clubs that bave gained stock exchange listings, only Mill-wall is still quoted and being wan is share price on the Unlisted Securities Market stood et 6p yesterday, com-pared with an offer price of 20p

described the crisis as "finan-

cial hooliganism", another

came out with a more typical

chant: "I'm not interested in

when it joined the market. Tottenham's shares bave been suspended at 91p since October pending its refinanc-ing; while Edinburgh Hibernian, which only just survived a hostile bid from its Heart of Midlothian rival last summer. has retreated to matched-bargain trading since the demise of the Third Market.

Against this inanspicious background, Manchester United is planning an end-of-season flotation to help raise money for the £14m redevelopment of part of its Old Trafford ground. And Tottenham is also expected to look to the City to help bale it out, perhaps via a

rights issue. Paul Bobroff, still Tottenham director though ousted as non-executive chairman, said the 1983 flotation had saved the club from a £5m debt problem and broadened the shareholder base. He said it was important that Tottenham resolved its present problems because "if flotation is denied to clubs, it will cut off a major source of capital."
In particular, he drew attention to the cost of implement-

ing the Taylor Report, which says that Division I and II grounds must be all-seater by 1994 and the rest by 1999. Tottenham claims to be ahead of the pack following the

redevelopment of its west and east stands. However, the building of the first contrib-uted to the club's early 1980s debt and the doubling of the cost of the second has played a role in the current difficulties. role in the current difficulties.

A more contentious cause of debt — and trading losses — has been Tottenham's diversification into clothing. Losses from these activities had roughly halved a £2m operating profit on football. Millwall and Hibernian have also made unsuccessful forays into leiunsuccessful forays into lei-sure activities, such as pubs. Manchester United, on the we well after the impact the sectors."

Manufacture of the other hand, says it will stick to what it knows. Yet this will leave it to grapple with the uneven pattern of profits that

% chg on wk 915,4 1128.25 +4.5

the others' diversification was supposed to counter. United, in common with other big clubs, makes a profit before the buying of players but transfer fees frequently send it into the red. In the year to Jul

for example, a transfer deficit of £5.2m pushed the club into a pre-tax loss of £3.1m. However, the 1990-91 forecast accompa nying flotation will probably look more favourable, as United's footballing success will boost television fees.

To try to reduce the impact

of transfers on the profit and loss account, United is considering following Tottenham's example of putting players on the balance sheet, which entails writing down their value (to an estimated residual level) over the contract period. But the biggest area of unease for fans is the fear that the cultivation of profit will lead to the sale of star players.

Glenn Cooper, head of corporate finance at Henry Ansbacher, United's merchant bank, argued that the conflict was not as great as people feared. "The fans are the consumers and they have to be kept satisfied." He even suggested that as investment in players was part of a suc-cessful footballing business, a rights issue could be mounted for important transfers. He also stressed that United

already had several features of a quoted company in that it had 2,200 shareholders and tried to abide by stock exchange rules. Yet the move would bring

some changes. Martin Edwards, chairman, chief executive and holder of 51 per cent of the shares, would have both his role and his stake reduced. The plan was to bring in Roland Smith, chairman of British Aerospace, as a non-ex-

ecutive chairman.

This is perhaps a sign that football clubs will in future adopting a more professional approach to management. Another lesson from the Tottenham tale is that a much

greater degree of openness is required from a quoted company. Among the most telling complaints at the annual meeting was that it had not properly broken down its results, so shareholders could not see what had gone wrong where.
But for all the increased
demands, the cash-raising
potential of the stock market presents an important opportu-nity for clubs to raise the large sums needed to bring their stadia up to Taylor standards.

Jane Fuller

# Property sector is still in the doldrums

PROPERTY IS commonly believed to be one of the most interest rate sensitive sectors of the economy. So a cut in interest rates should trigger a rise In property shares...right? Wrong. After Wednesday's balf per cent interest rate cut, property shares sagged while the rest of the stock market rose. In part, this merely demon-strates the stock market's abil-

ity to discount future events. Having decided that an interest rate cut was on the cards, the property share sector was disinclined to be euphoric about the actual news. More important, however, is the stock market's nervousness about the current season of

company results. The setback to property shares on Wednesday was largely a response to Smith New Court's decision to cut its net asset value forecast for Land Securities, the largest UK property company. The broker's new estimate of 710p is 20 per cent down on last

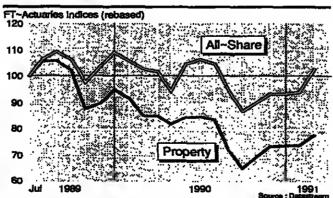
As the forthcoming results will show, the property industry is in a terrible state. The

problems go back to the long period of expansion in the 80s when a large amount of new building was undertaken. In the City of London, which saw its biggest building programme ever, nearly a sixth of the property stands empty.

Even without a recession this oversupply would have a dire effect on rents. Some city rents have fallen from their peak by more than 20 per cent with a possibility of worse to come. That, in turn, has clob-bered the investment market. Who wants to buy property when there is limited prospect of rental growth?
Where the investment mar-

ket has not dried up com-pletely, potential purchasers pietely, potential purchasers are demanding unprecedent-edly high yields (the ratio of income to capital value) before they will invest in property. Add to that the effect of the recession, which is aggravating the problem of mounting vacancies and lower rents, and it is no surprise that even the best companies asset values are showing significant falls.

The problems for the less established companies, which



lack solid investment income, are a lot worse. Some develop ers are being hit in all direc-tions. They are having to pay sky-high interest charges, they are having difficulty filling their buildings even at a knock-down rent, and they are being forced to sell their buildings at a bargain price - if

they can find a buyer.

Many developers are living at the mercy of their banks.

This week'e refinancing package of London & Metropolitan,

a developer which has seen its properties halve in value, is merely the latest example.

However, even this tale of seemingly unmitagated gloom seemingly unmitagated gloom could turn out to have a silver lining for investors. The property sector of the stock market, which has an ability to look beyond the existing state of the property market, has been in the dumps for nearly two years. Now that the direct momenty market is in the dol. property market is in the dol-drume, the stock market is

admittedly a year or two away.

Lower interest rates promise to speed that recovery. The benefits are lower interest charges and a fillip to tenant demand, particularly in the retail sector, which should respond first to any improvement in consumer spending power. The belief that retail property will be the first to recover is commonplace – and reinforced by the boldness of counter-credical investors such counter-cyclical investors such as John Ritblat of British Land, who last week sunk a further £135m into Sainsbury supermarkets. For all that, it is important

not to get carried away. The impact of lower interest rates may be much less than commouly thought, in the view of brokers BZW. The firm argues that for

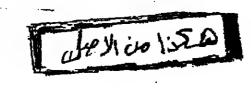
highly geared small companies the marginal cost of borrowing is much less important than the inability to refinance and the lack of activity in the investment market, which has crippled cash flow.
These factors are unlikely to

be changed by the lower cost of

money. Regardless of the level of interest rates, banks will try to contract their lending to the sector, so there will be less money for investment. Moreover, the number of forced seilers is likely to increase, putting more property on the market. The brokers also argue that

historically, there is no consistent relationship between base rate changes and the relative performance of the sector. They is, they say, a relation-ship between property yields and gilt yields, but the latter are not likely to come down, in their view. BZW concedes that lower

interest charges will give an immediate lift to corporate earnings. However, the firm points out that property com-panies are measured by their asset values and so should not be seen as an immediate bene-ficiary from cuts in interest rates. Overall, the conclusion is that "tha benefit of lower interest rates to record to "ill interest rates to property will be seen well after the impact on other sectors."



#### FINANCE & THE FAMILY

Philip Coggan and John Authers assess gains and losses for investors in the wake of UK base rate cuts and the end of the Gulf war

Two cheers for mortgage cuts

MOST homeowners will probably give two cheers for the latest 0.5 per cent cut in base rates to 13 per cent.

The reduction finally brought some relief on the mortgage front. Base rates have now failen by a full percentage point over the last two weeks, prompting some huilding societies and banks to lower their rates.

But most borrowers will not see the full benefit. Rates are being cut hy just 0.75 per cent - in most cases from 14.5 per cent to 13.75 per cent - and some societies are delaying a cut for existing borrowers until

One society, however - Nor-wich & Peterborough - has announced a full I per cent cut to 13.5 per cent. But although the rate will apply to new borrowers immediately, existing borrowers will have to wait till April 29.

Many smaller huilding societies and banks seem to he waiting for what they will hope to be a further interest rate cut at the time of the UK hudget on March 19.

There is also the question of those horrowers whn have their rates reset annually. Many face their annual resetting in April – and could find themselves locked in at a high rate for another 12 months. Some 1.2m Halifax borrowers have been told that their rate will be set at 14.5 per cent, although this may be adjusted if base rates fall substantially.

The table shows the reduction in monthly payments you should receive if your lender is one of those which is cutting rates by 0.75 per cent.
Major lenders which have

announced changes (all figures in per cent) include: Abbey National which is reducing rates for existing borrowers from March 18: from 13.66 to 12.9 on a £100,000 plus mort-gage; from 13.95 to 13.1 on a £60,000 to £100,000 loan; and from 14.65 to 13.85 on loans under £60,000. First time huyers can get an immediate dis-count of 1.25 on these rates.

Alliance & Leicester will make a cut of af least 0.75 to 13.75 but has not decided when. Barclays Bank is cutting its rate by 0.75 for new borrowers as from March 1 and for exist-

s indicas

H C27 9700

rsfar b

LIKELY MONTHLY SAVINGS Loan aize (£000) Savings (£) 20.30 32.80 57.80 Repayment 29.64 41.08

ing horrowers from April 1. The former will pay 13.75 and the latter 14. First time buyers and those with new mortgages of over £75,000 will pay 12.75. Cheltenham & Gloucester is cutting the rate for existing

horrowers by 0.75 to 13.75 as from April 1. New borrowers will pay 12.75 as from March 5, for the first year, if their loan is no more than 80 per cent of the house value. Others will

Halifax says that existing borrowers, not on the annual plan, will see a cut of at least 0.75 to 13.75 as from April 1.

Leeds is cutting the rate for new borrowers by 0.75 to 13.75. Existing borrowers will receive a cut of "at least" the same amount from April 1. Lloyds Bank "expects" to

reduce the rate by 0.75 - from 14.8 - for all customers as from April 1. Midland Bank is cutting rates from 14.7 to 13.95; for new borrowers on March 4, existing borrowers on April 1. National Westminster Bank is cutting its rate from 14.5 to

13.75 for new borrowers as from March 5 and for existing borrowers as from April 1. Nationwide Anglia is cutting rates from 14.5; by 1.6 to 12.9 for loans over £120,000; loans of £80,000 to £120,000 are cut by 1.1 to 13.4; and a 0.6 cut to 13.9 on loans below £60,000. Rates will not change until April 16 for existing borrowers.

Woolwich is reducing the rate to 13.75 from 14.5 for existing horrowers from April 1 and for new horrowers immediately. Those who take out an endowment or pension mortgage over £60,000 will pay 13 and first time buyers 12.5,



# Lock in now for highest gains

way down, but savers can still lock into them. You will need to act quickly, but beware of financial salesmen using falling base rates for a "Hurry

while stocks last" ploy.

The trend is most clear in banks, where several hig players have already cut rates for savers hut left the rates on Tax-Exempt Special Saver Accounts (Tessas) untouched.

Building accleties, water Building societies' rates, including Tessas, are likely to

fall next week, probably hy about 0.75 per cent. NatWest and Lloyds have already cut deposit account rates, but left Tessas nnchanged. NatWest, for example, left its Tessa at 14.75 per cent, while the deposit account rate fell from 4.55 per cent to 3.66 per cent (all rates

quoted are gross). The highest rate on offer from NatWest is now 13.37 per cent (down from more than £25,000, via the Crown Reserve Account Building societies' Tessa rates have tended to be higher, so far. Competition is keeping banks' rates high, butbuilding

societies such as Nationwide

Anglia, which is now offering

Tessa interest rates 2 per cent above base rates, will have dif-ficulty maintaining the rates. A cut in huilding society rates is made more likely by

the fact that most of them resisted a cut after the mid-February drop in base rates. They are now effectively faced with a I per cent cut. Most are waiting for a lead from Halifax, the largest huilding society, which does

not anticipate a move within the next week. Anticipated further cuts have made societies' calculations more awkward, but Tessa rate cuts will probably be as small as the societies can afford. The trend is downwards for guaranteed income honds,

offices. These are a very con-servative investment - you cannot touch your money for np to five years hnt you receive a guaranteed sum at Colin Jackson, nf Baron-

worth Investment Services; said the hest rates were unchanged hat other compa-nies had cut their rates. Further cuts are likely before the

At present the best rates for

per cent over one year, offered hy General Portfolio, 9.25 per cent over two years, from Can terbury Life, and 9 per cent over five, from Cornhill.

There are other, more com-plex ways to lock in. ■ Glits are a standard escape route when interest rates start to decline. Their ioterest rates (coupons) are fixed, but gilt prices tend to increase in response to base rate cots. Index-linked gilts are particularly attractive for

M Some advisers prefer the yields on offer from interna-tional bonds. Hambros currently rates UK bonds aixth out of the eight major fixed interest markets, with the Netherlands, Germany and France in the first three places. Mercury, Barings, New-ton and Fidelity have all launched unit trusts to invest in them this year, attracted in particular by the higher yields available on the Continent.

However, Peter Smith, of Hill Martin, baulks at the high charges being asked by trusts, usually of around 6 per cent of the value of the investment He suggests buying bonds via

Torevell of Torevell Mahnn Granville says that managers are down-playing currency risks, even after the full entry of the UK into the European

Monetary System.

Zero dividend shares in investment trusts give high returns. They are one class of share in a split level invest-ment trust and pay no divi-dends hut ensure a certain amount of capital gain nver a fixed period. They are not guaranteed, hut they come close, James Higgins, of Chamenthusiastically as they are taxed only for capital gains, making them a good bet for anyone whose gains are within £5,000 CGT threshold. ■ Fixed interest rate Tessas are beginning to look mure attractive - you get the tax exemption and a guaranteed competitive rate of interest.

Popular products come from the Allied Bank of Ireland and from Robert Fleming/Save & Prosper, which Smith particu-larly likes because it has the option of converting to flexible interest rates after a year.

John Authers

## Peace is already in the price

PEACE IN the Middle East may be an occasion for general rejoicing but it is not necessarilv a sign that share prices are set to rise substantially.

In part this is because of the White Queen syndrome, named after the Lewis Carroll charac ter who screamed before she pricked her finger and then was barely affected by the event itself.

Just as the stock markets were depressed before the Gulf war - but rose when bostilities began – so they have been surging in anticipation of a Coalition victory. The FT-SE 100 has risen 300 points from its January lows. Peace has therefore been in the price for some time.
The UK market is only

around 3 per cent off its all time high which suggests that traders are pretty confi-dent that the UK economy will recover quickly from the recession. But in spite of this week's base rates cut, there may be further shocks to come as comnanies are hit hy the economic downturn and the still high

cost of borrowing.

"We have seen a cash stampede", according to Bill Smith of Barclays de Zoete Wedd, "as institutions have realised that the return on cash is going to fall this year. The results season has so far been disappoint-ing rather than disastrous and there has been an improvement in market mood."

But Smith cautions that this year "there will probably be rights issues and gilts issues to soak up institutional cash. The UK market has moved from being cheap to being on middle ground." Nils Taube of Bishopsgate, one of the most suc cessful managers in the unit trust industry, saya that peace is probably "mora hullish for world economies than world markets."
Taube fears that if the Amer-

ican consumer starts huying again, then interest rates, which have pushed the stock markets forward, may not be able to fall much further. Bond markets have already slipped over the last few days, he points out. Taube thinks the UK market is prohably due for a fall hut believes there is some value in Swiss equities and that the US dollar has

was one of the hig casualties of · last year. The recent rally has '

been led by the gaijin - or foreign - investors huying stock. After the Nikkei's spectacular decline last year, many of the foreign institutions. thought Japanese shares. looked cheap and they were under pressure to increase their exposure to overseas mar-

The rally means that unit trusts investing in Japan are likely to show a strong perforkei index has risen from its iow of 20,221 last October (when some fund managers. held a high proportion of cash) to around 26,000 in the last couple of weeks.

Ed Merner, Schroder's investment adviser based in Tokyo, says he is "relatively optimistic" about the stock. market this year and expects it to rise further. Merner is adviser to Schroder's Tokyo, fund, Japanese Smaller Compa-nies fund and Japan fund which have consistently ranked among the top-perform. ing Japanese unit trusts.

Marshall Auerhach, who

manages GT's Japan & General fund and GT's Far East & General fund, says he adopted the policy 'huy on war, sell on peace." He bought mainly blue chips for his funds: however. he warns that the market prob-ably still has to discount the likelihood of lower corporate earnings this year and next (some analysts believe Japa-nese corporate earnings could fall hy between 5-10 per cent in, 1990/91 and 1991/92).

Auerbach believes the market could still lose a couple of, thousand points due to lower. corporate earnings, falling to 23,000-24,000 before rising

Foreign fund managers and. hrokers are more pessimistic about the market than the Jap' anese securities houses; Nikko, one of the hig four brokers, thinks the index will rise to 31,000 by the end of June and to 33,000 by the end of the year. But even among the opti-mists, no-one can imagine the

Nikkei returning to its end-of-1989 high of 39,915 for a consid-

# SUN LIFE BESRES VI SCHEME

## 3 INVESTMENT AREAS - 1 FUND

Sun Life BESRES VI offers a choice of three investment Areas and a BES Fund. There are two application deadlines; I p.m. on 5 April 1991 for Besres Campus, Development and Phoenix; and 5 p.m. on 28 March 1991 for the Besres VI Fund.

All investments will go into BES Companies set up and advised by Sun Life investment Management Services Limited (SLIMS). These Besres Companies will invest in residential property for letting. The objectives of all the Companies will be to maximise returns over five years, based oo capital gain and rental income.

#### FREEDOM TO CHOOSE

The Campus Companies adopt a strategy of buying new residences on campus from Universities with an option to sell the residences back after 4 years at a premium of up to 40%. In addition deposit interest will be earned for the remainder of the five year BES period, together withaccrual of net rental income. By adopting this approach the companies will profit from assured growth and with assets oo deposit at the end of 5 years investors will benefit from a prompt exit.

\* The Phoenix Companies will invest in residential properties, seeking bulk discounts from current market valuations from embattled owners and the weak housing market cycle. The Companies also seek to maximise exposure to the housing market's recovery and to obtain 10% rental yields. Development profit will also be sought.

The Development Company will specialise by acquiring and redeveloping a site. BesRes Development Two pic aims to build huxury flats for Toyota employees in Derby, in order to benefit from development profit; above normal assured rental yields of 25% (from Toyota tenants) and expects to benefit from higher house prices in Derby resulting from the influx of new employees that the new car plant will create.

#### • OR FREEDOM FROM CHOICE

Investments in the Besres VI Fund will be placed by SLIMS in the Besres VI Companies. SLIMS will select those Besres VI Companies in the three Investment Areas according to its view of the relative prospects of each Area

. THE ROLE OF SLIMS SLIMS promotes the Scheme and acts as adviser to all the Besres VI Companies. Its BES business functions are:

- to advise the Besres VI Companies on all aspects of their business and the achievement of exit routes, for those without guaranteed exits, in five years time; and to provide administrative services to the Companies.

to package and offer the advisory and administrative services of the Sun Life Group to cut down costs to investors.





 YOUR FUND INVESTMENT — IF YOU CHANGE YOUR MIND If you invest in the Fund you have seven days after receipt of your application by SLIMS to change your mind.

You can reserve your Scheme Document, giving full details of Campus, Phoenix and The Fund, now without obligation. Either complete the attached coupon or phone on the freephone number. For details of Development simply phone on the FREEPHONE number.

1. This Scheme involves investment in unquoted Companies which carry higher risks than investment in quoted Companies.

2. The Investment Management Regulatory Organisation (IMRC) regulates the conduct of the investment business of SLIMS outlined In this advertisement. 3. Expert advice should be sought before investing in BES schemes.

4. Applications to subscribe will be accepted only on the terms and conditions set out in the Scheme Document

Fill in this coupon and post it (no stamp needed) to: SUN LIFE, P.O. BOX 520, FREEPOST, BRISTOL BS99 1SL Please send me a copy of the Besres VI Scheme Document.

FREE OF CHARGE on 272127

LINES OPEN 24 HOURS PLEASE QUOTE REF 1358X4 1 If you wish to receive any information on future Sun Life product

#### THE SCOTTISH MORTGAGE AND TRUST PLC.

# At times like these, investors should look for a sound defensive position.

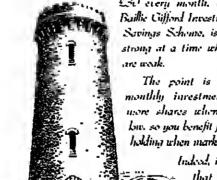
In difficult times, every investor faces the same dilemma. Whether to sally forth in search of undercalued bangains, or to pull up the drawbridge and wait for a

A regular monthly investment in Scottish Mortgage gives you the best of both worlds.

Scottish Mortgage is an extremely kirae international investment trust which seeks to achieve growth in both capital and dividends.

It is managed actively but not aggressively its record of performance shows sound and steady progress. with growth of no less than 451% over the last ten years."

The aranment for investing regularly, from as little as



E30 every month, through the Baillie Cifford Investment Trust Savings Scheme, is particularly strong at a time when markets The point is that your

monthly investment buys more shares when prices are biv. so you benefit from a larger holding when markets rise. Indeed, it is our view

that if you are 🔽 investing for the long-term, you will do better if non

start to invest regularly now than if you wait for prices to rise. Find out more about Scottish Mortgage, and about the Buillic Cifford sarings scheme.

Simply complete and return the coupon below.

Since share prices can fall as well as rise, an investor may

not get back the amount invested, and past performance is

,	ы песезвани а дише во јавите репотпансе.
	To: Lindsey Greig, Baillie Gifford & Co. 10 Glenfinlas Street, Edinburgh E113 0YY, Tel 031-225 4000. Fax 031-225 2358 Please send me full details of the Baillie Gifford Investment Trust Savings Scheme.  Name
ł	

**BAILLIE GIFFORD & CO** 

FT 2/3/91

Scotland's international investment managers. MENDER HE IMRO

This adventisement has been exceed by The Soutish Mortgage & Trust PLC and has been approved by Baillie Gifford & Company are the Managers and Secretaines of The Treatish Mortgage & Trust PLC and are Managers and The Baillie Gifford Investment Trust Savings Scheme. The Soutish Mortgage & Trust PLC does not garry out Investment Business as abdited in the Financial Server of Act 1986 so it is not subject to the Act. \* Source: Micropal, mid-market proces with not income remissled, 02,02.81 to 01,02.91.

100 \SD

etawill
ion,
een
the
nge
for
has
lonnot
for

STEWART IVORY Unit Trusts

PUSHING

BEYOND THE

RECESSION

In January of this year Stewart Ivory were ranked 1st,

In February, 5 of our unit trusts appeared in †Money

Although we're delighted to be 1st over nne year, that

And with that in mind, our management team is care-

If you'd like to know more about our full range of

Please bear in mind though that the value of units

world-wide unit trusts please write in us at Stewart Ivory

Unit Trust Managers Ltd., 45 Charlotte Square, Edinburgh

may fluctuate and past performance is not necessarily a

Members of IMRO and LATTRO

†Source: Planned Savings Financial Data Services.

is not our goal. It's in deliver long-term consistent results.

fully examining future growth companies around the world. Seeking to deliver strong portfolios that go beyond

the short-term peaks and troughs. And the awards.

EH2 4HW, Or telephone 031-226 327L

guide to their future performance.

STEWART/

out of 91 management groups, in \*The Sunday Telegraph's

Observer's top ten tables. Both surveys were for our one

1990 Management Group of the year survey.

But we're far from satisfied.

With above average returns.

year performance.

2:

thos Thu they the

Brit

No. c Con. Ench Guer 12 3 COi

Stc Gree SS Linec (2) Liver Many Reak

UK

No. Agris

Foi

etc

HE AS YE OF THE EST OF STATES OF STA

PRELIMINARY RESULTS

# Power price looks better

IF YOU are wondering this weekend whether to invest in the flotation of National Power and PowerGen, the two electricity generators, remember that the market background price of 175p was announced last Friday.

Then the terms on which the government was selling the shares appeared almost stingy. But they look much less sn now that the Gulf war is over and the stock market has riseo

That has been reflected in the prices quoted by I.G. Index, the financial hookmakers, which is making a form of advanced market in the shares. Yesterday it was quoting mid prices of 124p for National Power and 121p for PowerGen, giving a weighted average pre-

That soggests the offer is unlikely to reach the kind of premiums seen in the flotation of the regional electricity comwhich started trading at about 50 per cent premiums

to their partly-paid price.
But it does indicate that the market would have tn go sharply into reverse between now and March 12, the first day of dealings, for there to be on profit for the stags. It is too early to guess bnw strong public demand for

shares will be, hut so far it looks healthy. By yasterdsy sfternoon just nver 60,000 application forms had been cnunted, hetweeo a quarter and a third as many as at the same point in the regional companies' sale. Remember that the public offer for the generators is nnly about a third the size of that for the

strong, it is unlikely any allo cation will be as small as those made in the regional companies. Indications are the smallest will be at least 200 shares. Howsver, you will have to pay two sets of dealing

However, eveo if public

demand turns out to be very

more shares to make the exercise worthwhile. That is because although everyone bas to huy shares in both companies in the offer, they will trade separately on the stock

Finw the shares start trading is less of a concern if you are intsrested in a longer-term holding. It is well worth spplying to get the benefit of the income they will provide and, if you are a registrant, for tha incentives. Registrante who choose as

an incentive the cash discount off the second instalment of the issue price, which is due in Fehrusry next year, will get the best first-year return. Without factoring in any move-ments in the companies' share prices, this works out at around 20 per cent allowing for the interest benefit of the stag-

gered payment.
Both shnrt-term and long-term investors will want to maximise their chances of being allocated a high proportion of shares. This will partly

depend on how the application form is filled in. Making a very large individ-ual application is not the satest

policy. The government has said it will not cash cheques if no shares are allocated, but very large applications are bound to be cut out nr scaled down if demand is strong. Since the government will favour smaller investors, the

best plan is to spread a large application hetween members of family. Several companies, such as Killik and NatWest Stockbrokers, will allow families to batch shares when If you are applying on your own, it looks at this stage as if

you are likely to get a reasonabls allocation if you apply for up to around 2,000 chares. The latest time for delivery

of spplications to certain receiving centres, shown on the back of the form, is 10am nn Wednesday. The nearer ths deadline you apply, the more you will know about the and the likely progress of the offer.

## your allocation - so you need Antiques in a tax minefield

EVERY SUNDAY evening more than 14m people watch the Antiques Roadshow on BBC vision. Most hope that one of their family heirlooms - the "Chinese" vase used as an umbrella stand; the battered Teddy bear buried forlornly in the attic - will be revealed as

a priceless work of art. In fact, as the sceptical counter staff at Sotheby's, Christie's, Phillips and the other auction houses will quickly tell you, the chances of someone walking in for a valuation and out with a potential fortune is as rare as the discovery of a genuine Rembrandt.

The surge in the art market during the 80s has left many people owning antiques of some value, but with little knowledge of the true worth of their treasure, or its tax liabil-ity if they want to dispose of lt. The valuations given on the

Antiques Roadshow for insurance purposes often create artificially high expectations that valuation is the replace-meet price, which would include a healthy mark-up for the antique dealer and is cer-tain to be much higher than the price offered by the same dealer, or a saleroom estimate.

Now Sotheby's has come up with a booklet, Management of Works of Art, which attempts to assist legal advisers, but also the intelligent layman, through the minefield of taxes affectiog the ownsrship of works of art. The booklet has one curious feature: it is brightly illustrated with

more mundane and basically comes down to the following quandary: "I bought a longcase clock for £200 in 1965. There was one very similar on the Roadshow last week which the expert said was worth £10.000. If I sell mine now, how much tax will I have to pay?"

The auction houses will

What are your heirlooms worth and what will it cost to sell them? Antony Thorncroft offers guidance on the intricacies of the art market

antiques that Sothehy's has sold privately to the nation rather than through its anction

There is a good reason for this. in recent months the collapse of some sectors of the art market has transformed the options in disposing of art. For a decade the auction rooms schieved record prices, at the expense of the dealers - and the uational heritage, But with high prices st auction no longer certain, sellers are examining the alternatives. A few calculations last

November suggested that the advisers to the Morrison family were taking a risk when they recommended that it dispose of Constable's splendid landscape, The Lock", at Sotheby's. It sold for a relatively disappointing £9.8m, and tax would eat into the return to the Morrisons. A private treaty sale to a museum for a lower sum, but with tax advantages, could, in certain circumstances, have ensured that "The Lock" stayed in the UK.

Since then other British Old Masters have fared hadly at auction and Sotheby's and Christle's are promoting the advisory services they offer on private sales. The commission may be less hut so is the

uncertainty.

For most people the organisation of their art portfolio is

advise on your tax liabilities but are not keen to get too involved. The situation on Capital Gains Tax is fairly simple. If an object sells for less than £5,000, it escapes tax. This is wonderful if you collect netwonderfal h you conect net-suke, or English porcelain, or dolls, or stamps, where individ-ual objects rarely top the £6,000 mark. Your collection can be collectively valued at £200,000 but by shrewd selling you can

escape CGT. There are problems when it comes to sets - 12 18th century dining room chairs, for example, might be worth £1,000 singly but, if sold en masse, could realise £12,000 (or more). It has never heen legally defined what a "set" consists

of, and the Inland Revenue would probably accept your word that two Chinese vases, marginally different, could be sold as separate lots, each for under \$6,000, and escape tax. This is a grey area in which it best to trust to your con-Apart from collecting inex-

pensive antiques and "odd" sets, another means of avoiding CGT is to own antiques in common. If you jointly own a longcase clock with your wife then the individual liability is £5,000 - and escapes CGT.

But what about the 1965 bargain, the clock, which you put up for auction and which is snapped up hy a dealer for £10,000. How much CGT will you actually pay on it? The effect of the Finance Act of 1988 is that in most cases March 31 1982 will be the base

valuation date for antiques Your tax liability will be calculated on any appreciation the clock has made since then. A dealer, or an auction house, will give you the 1982 valua-tion for the clock, which might be £3,000. You are allowed an inflation allowance for the intervening period which is currently about 64 per cent of the 1982 value. We can now work out the tax liability.

Deduct the expenses of the sale - 10 per cent commission and extra cataloguing costs. This will reduce the cheque from the auction house from £10,000 to £8,800. The indexation allowance is £1,920, which added to the £3.000 you notion ally paid for the clock hrings i np to £4,920. Taking £4,920 from £8,800

produces s taxable gain of £3,880. But everyone has an annual chargeable gain allowance of £5,000 so if the clock is the only antique you are sell-ing in the year you end up by avoiding CGT.

If the clock goes through the roof, sells for £20,000 and CGT is levied, it is fixed at either 25 per cent or 40 per cent of the gain, depending on whether you pay basic income tax or the higher rate.

If you are selling off a group of items an English watercolour bought for £1,000 and selling for £6,200 could produce less profit after CGT than a ea teapot which also cost £1,000 but which makes £5,800. March 31 1982, the price paid

becomes the base value, if you invested so badly that the clock has fallen in price you can claim an allowable loss but the Revenue, like the auction houses, has great faith in the rising value of antiques and will view any such loss with suspicion.

■ This is the first of a series on the finances of owning art

THE WEEK AHEAD

majority of aoalysts etill

expect it to leave the pay-out unchanged, there is a minority

view that prudence will force it

Lsdbroke's prelimioary

results for 1990, due out on Thnrsday, will he watched with more than usual interest

hecause of the company's exposure to leisure and retail

markets, which have heen suffering from the Gulf War

The slow-down in international husiness and

leisure travel will have hit

Hilton

Ladhroke's Hilton International chain (outside

the US), although occupancy

figures may not be as bad as at first feared.

The Texas Homecare DIY chain has been discounting heavily to reduce stocks. This,

together with pressure on margins in Ladbroke's betting shops, is leading most analysts

to expect only marginal growth

in pre-tax profits to about

to make a cut.

and the recession.

THE RESULTS season next week continues to pick up steam with several large engineering groups revealing the impact of the growing reces-sion on their performance.

Rolls-Royce is expected to report on Thursday a 10 to 15 per cent rise in 1990 pre-tax profit compared with the previous year. Many analysts are forecasting profits in the range of £255m to £265m, up from £233m in 1989.

City interest, however, will be focused on the company's outlook for this year and 1992. Most analysts are expecting profits to dip because of the

profits to dip because of the recessionary commercial airline environment and defence cuts.

Ti, the specialist sngineering group headed by Christopher Lewinton, reports its full-year results on Thursday. Analysts are expecting a relatively strong performance bearing in mind recessionary worries in mind recessionary worries in the UK and US. Pre-tax profits of £124m to £128m are forecast, compared with £111.5m in 1989.

Engineering group GKN reports on Wednesday smid continuing gloom in much of continuing gloom in much of the western world's motor industry, which is still its main customer. Tentative signs of a recovery in engineering overall will not be reflected in group pre-tax profits, which are expected in drop to around £180m from £215m in 1989.

Midiand Bank completes s sombre clearing bank results season with what are likely to be the poorest set of figures of all on Tuesday. Analysts have widely differing views, ranging from a small profit to s loss of as much as £100m.

The disappointing results from the other clearers this week incline the market to expect red ink. If so, Midland's dividend could he under pressure. Although

On Wednesday, Cadhury Schweppes is expected to report pre-tax profits of £280m for 1990, the first year it has used average exchange rates. The restated figure for 1989

was £244.3m. in another hot summer, the company should have gained more on soft drink sales than it lost on depressed appetites for chocolate. The results will include the first full year of the combined Trebor Bassett sugar confectionery operation.

confectionery operation.

Analysts are looking for (historic cost) after-tax profits for the full year of £110m to £115m at the oil company Ultramar, which reports on Thursday, up from £102.2m in

However, analysts expect a fall in oil prices and lack of windfall gains from artificially swollen inventory prices, due to the Gulf crisis, to lead to a substantial decrease in profits this year, with one of the more bearish brokers forecasting a fall to £75m.

**COMPANY NEWS SUMMARY** TAKE-OVER BIDS AND MERGERS

Company bld for bid per Audit & Gener Bardon Grp.! Broad Street Century Olls

1,24 99,51 0,5 34,97 31,73 33,06 312 124 114 124 575 3213 277 414 339 DAKS Simpson 333 Thames TV Touchstone Touchstone 291 S 4

"All cash offer.thCash alternative. \$For capital not already held.\$Uncondition al." Based on 2.30pm prices 1/3/91 tht suspension. \$§Shares and Cosh, \$Tor are 250p cash, plus two contingent deferred cash payments totalling up to 50p accregate, por Thames ord, share; total value of bid between £124,1m at

5,300 94 ¥ 760,000 1,360 101,000 0.4 Acts
Ballie Gifford
Barclays
Bensons Crisps
Bradford & Bing.
British Aero.
BWD Securities (1,260) (87,800) (333,000) (11.8) 2.7 (82.8) 25.0 (6.7) 1.75 (32.0) 11.0 (10.4) 4.5 (23.6) 13.2 (10.5) 4.6 (7.07) 1.0 (21.7) 23.0 (28.9) 12.3 (10.9) 3.7 (23.1) 24.0 (-) (23.4) 2.5 (0.17) 0.2 101,000 \$76,000 849 4,770 2,510 53,000 1,040 16,350 2,500 1,400 40,300 11,300 11,300 Campari Int'L Capital Group Capital & Count. Chieftain Group (51,300) (51,300) (1,320) (12,510) (2,000) (150,500) (39,800) (16,100) 25.3 25.3 7.79 7.75 2.43 0.3 30.9 7.22 25.2 Courtaulds Tex. Courtaulds Tax.

Cowie (T)

Dunedin Income

Eagle Star

English & O'seas

F&C Enterprise

Foreign & Colon.

Prench Property

General Accident

Gration Group

Greenwich Comm. 17,350 (16,100) 8,030‡ (7,350‡) 127,9mL (307,800) 134 L (2,090) 178 (151 ) 23,100 (21,200) 179 ‡ (-) Dec Dec Dec Dec Dec Dec 0.21 (0.17) (-) (147,000) (3,810) (294 L) 121,3ml 5,180 143 L 22.9 (19.2) Aug Oct Dec (-) (9.4) -- **8.1**. 1,030 585 (1.190)(-) (135) (1.72) (2.71) (15.8) (17.8) 977,000 (1.527bn) 1.94 3.64 21.1 11.1 Inv Tst Guernsey 5,900 (4,500) 111,000 (80,000) 2,080 (3,320) 1.5 8.5 5.7 15.3 Inv Tst Guernae
Kalon Group
LASMO
Linread
Lioyda Bank
London Forfalt.
Low & Bonter
Mertin Int'l.
Mensey Docks
MMI
NatWest. Bank
Pacific Assets
Record Holdings
Rover Group (7.5) (5.7) (13.3) 2,090 591,000 9,050 24.0 5.71 19.7 (715m L) (8,800 L) 25,200 (22,100) 4.25 5.0 1.25 17.5 (-) (4,940) 10,800 317 504,000 (301) (404,000) 13.0 2.53 10.7 478‡ 4,740 55,000 (172‡) (4,720) (64,000) (126,000) Rover Group
Royal Insurance
Rufland Trust
St Modwen Propi
Sanderson Murra (-) (18.6) · 187m Ł 10,360 4,050 (15,380) (10,070) (3.59) (6.2) (5.5) (13.9) 2.32 (118) (85, 100) (770 L) (88,100) (1.7bn) (684†) (83,600) Sedgwick Group Telecomout 835 Dec Sept Dec Dec Dec 69,300 103 L 70,600 12.0 (-) (17.5) (53.1) (10.9) (23.3) 13.5 (12.0) 18.16 (16.7) 11.0 (9.0) 9.9 (8.9) 19.2 59.5 13.2 26.9 1.78bn 834† 96,500

IN	INTERIM STATEMENTS					
Company	Half-year to	Pre-tec (20	r profit 90)	divk	erim Sends here (p)	
Arcadian Int'l.	Oct	1,750 L	(98)		-(1.0)	
Armour Trust	Oct	966	(1,180)	0.3	(0.27)	
BCE Holdings	Sept	11 .	(1,160 L)	٠ -	(+),	
Castle Communication	Dec	769	(1,230)	4.0	(4.0)	
Copton F	Oct	242	(227)	-	(1.0)	
De Morgan Group	Sept	388 L	(336)	1.37	(1,37)	
Eleco Holdings	Dec	2,240	(2,670)	2.3	(2.3)	
Glaxo Holdings	Dec	617,000	(579,000)	B.5	(7.0)	
High-Point	Nov	881	(866)	2.55	(2.55)	
Hughes Food Group	Sept	8,620 L		-	(0.25)	
International Media	Oct	597 L	(691 L)	•.	( <del>-</del> ) :	
Isotron	Dec	1,420 ·	(1,350)	1.25	(1.05)	
Jackson (William)	Oct	1,920	(1,700)		(-) -	
London & Metro.	June	88,800L	(5,600)	- ` -	(2.4)	
Macro 4	Dec	3,370	(3,280)	3.82	(3.7)	
Maximint	Nov :	128 L	(387 L)		· ( <del>-</del> )	
Microfika Repro.	Dec .	3,610	(3,320)	1.2	(1:0)	
Nesco investments	Dec	22	(234 L)		( <del>-</del> )	
Norex	Dec.	3,560	(1,120)		(-)	
Northumbrian Fine	Sept	364 L	(92 L)	0.75	(0.75)	
Ossory Estates	Dec	4,050	(6,580)	0.4	(0.4)	
Pifeo Holdings	Oct .	1,810	(1,540)	3.5	(3.25)	
Ramus Holdings	Dec	278 L	(34)		(1.5)	
Regina Health	Dec . ·	54	(2,960 L)	'	(-)	
Scottish kryest, Tat	Јап❤	3,700	(4,580)		( <del>-</del> ) .	
SEET	Oct	637 L	(133 L)		(1.6)-	
Sheldon Jones	Dec	. 44	(147)	1.35	(1,35)	
Sinclair Goldsmith	Nov .	298 L	(958)	1.0	(1.5)	
TR European Growth	Deco -	624●	(-)·		(+)	
TR High Income Tat.	Dec	957	(-)	0.4#	(-)	
Whimey Mackey Lowis	Oct.	167	(150)	0.75	(1.6)	

"Dividends are shown not pence per share, except where otherwise indicated, L = loss.\* Not profits. We revenue." Figures for three months.\* Available revenue.\* Fifth Interim dividend.† Gross revenue. Trading profits. Figures quoted in Irish purificulty. This years figures for 18 months.

#### RESULTS DUE (p)\* FINAL DIVID Automated Security Holdings . Baynes (Charles) ..... 1.5 2.0 1.32 4.10 2.75 2.85 2.25 3.0 4.5 4.5 1.2 Expannet Inter-Fairey Group Fleming Mercantile Inv. Tst. in Group GKN ... Greggs Heywoo d Williams Group Instern Ladbroke Group Life Sciences Int Lilleshall Metal Bulletin . Microvitec ... Midland Bank ... More O'Ferrali MTL Instruments Group MTM .... 1.4 2.0 4.0 3.0 0.5 2.75 2.0 1.25 0.75 1.95 Murray international Trust Nichols (JN) (Vimto) Pacer Systems Pentiand Group 2.3 3.0 1.75 1.5 2.8 4.0 5.75 1.7 0.68 3.0 3.56 0.e 3.25 0.77 2.5 Wates City of London Props. den Centre INTERIM DIVID 0.5 0.7 0.85 1.0 1.15 4.12 18.9 2.23 1.83 1.1 2.0 2.0 Haggas (John) ... Hays Interlink Express Kielnwort Ben Int'l Inc Bond Mucklaw (A&J) Group

IVORY

But we're careful

#### **APPLY BY 28TH MARCH** FOR BRITAIN'S BEST SELLING PEP\*

 $\mathbf{Y}$ ou'll have to be quick if you're looking to make the most of your tax-free PEP allowance. Applications from new investors for Save & Prosper's Personal

Equity Plan for this tax year have to be received by 28th March. Making the most of your personal PEP allowance each tax year makes sense of course. It means you can invest up to \$6,000 with no tax to pay on any stock market returns within your Plan.

And, with Save & Prosper, you'll be investing in one of the most comprehensive and flexible PEPs on the market. To find out more talk to your financial adviser, post the coupon or

ring us free on 0800 282 10L \*Source: Money Marketing 21st February 1991 PEP sales April-September 1990

CALL FREE **0800 282 10**1



THE PRICE OF INVESTMENTS AND THE INCOME FROM THEM MAY GO DOWN AS WELL AS UP TAX CONCESSIONS ARE SUBJECT TO STATUTORY CHANGE SAVE & PROSPER GROUP LTD. IS A R OF IMRO AND LAUTRO.



THE INVESTMENT HOUSE

VARIABLE RATE Applicable to existin

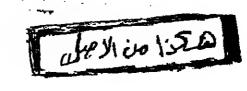
MAXIMUM INCOME ACCOUNT SERIES II VARIABLE RATE 3 YEARTISRM SHARE imum irrestment \$1,000)

PREMIUM SHARE ACCOUNT VARIABLE RATE 2 YEAR TERM SHARE pplicable to existing

11.0% (netpa) 11.0% (netpa) 10.25% (netpa) 10.25% (netpa) 14.67% gross 13.67% gross



Rates effective from bt March 1991 Harlow, Essex CM20 2EW Tel: 0279 623262



erine::

題題

The E

E.

0.43

A .... 13e

#### FINANCE & THE FAMILY

# John Authers investigates controversial, but popular, marketing ploys BES 'guarantees' come under fire

"GUARANTEED" or "assured" growth issues have proved the hit of the 1991 BES season. They are also the most controversial offerings of the year.

The products are untried but attractive. Claims and counterclaims have been intensified by the fall-out after Chancery, an innovator of the concept, went into administration last week. Its scheme, much supported by BES advisers because it was backed by The Mortgage Cor-poration, was withdrawn last

25.0 1.75 11.0 4.5 4.6 1.0 22.3 3.7 24.0

2.5 0.2 2.9 0.47

26.75 (5.0) 6.0 (5.0)

where otherwise ignores for the Store reveted to \$1 1st qual

Friday, as Chancery's image had been tarnished. On Wednesday, Smith & Williamson, the private hank, announced that it was to sponsor the issue, on better terms than Chancery had offered. Yesterday the offer was pul-led again. The Mortgage Corporation did so hecause it thought the political risk of the budget outlawing the schemes was too great. There was also little time to start the scheme. which was to buy re-possessed

THE traditional pre-Budget

rush is occurring in the Business Expansion Scheme sector

with companies fighting to attract investors looking for an

end of financial year tax

susses above, one of the most

recent marketing ploys - the

"guaranteed" growth echeme

demise of Chancery has caused

the sector further problems but there are still plenty of offers

Active West is an unspon-

sored assured tenancy scheme

has been under attack. The

homes to convert them into assured tenancies.

This episode may have done irreparable damage to possibly the most ingenious idea yet to emerge from the BES industry. Guaranteed" schemes work by buying property and converting it into assured tenancies, typically providing stu-

accommodation or housing for large employers. The "guarantee" comes from covenant to sell the accommodation, usually to a housing association, or possibly a university or pension fund, for a fixed price at the end of the

five-year exemption period. The result - all the tax advantages of other BES schemes, with much less risk. Annual growth rates approaching 20 per cent were offered. The product, investing in property and offering a high-level of tax-free interest after five years, works almost like a ressa, but with extra relief for top-rate tax-payers.

Johnson Fry Corporate Finance, believes new BES investors can be found this way, and the marketing for his company's latest scheme compares its yield of 17.35 per cent

Schemes are under attack because they run against the spirit of the legislation, which aid the primary purpose of a BES company cannot be to shelter against tax. BES relief is intended for companies aiming for a profit - this does not obviously include housing

sociations or universities. The Inland Revenue does not like tax breaks for risk-free investments, so these schemes probably have a limited future. imro, the regulatory body. dealt the schemee another blow hy attacking the use of the word "guarantee". A legally enforced agreement from a third party to meet the sum "guaranteed" is needed

according to Imro. Companies which had already used the word have to write to all those who expressed an interest explaining this, and must offer to refund money to investors who may have been misled

Some advisers complain that guarantees cut both ways. The growth guaranteed, typically of around 50 per cent after five years, would significantly under-perform the typical rise in property prices following a slump. A few schemes offer to share some of the profits made in excess of the amount guaranteed, hut others do not.

Guaranteee are only as strong as the guarantor. In the unlikely event of a worsening recession over the next five years things might get tricky. Universities are largely reliant on government grants, while housing associations depend on the Housing Corporation for capital spending, which overspent by £120m in the last

The following are some of the echemes on offer: Cambridge Colleges, sponsored hy Capital Ventures, will invest in student accommodation, as will East Anglian University Residences, sponsored hy Hodgson Martin. Each is "guar-anteed" by the relevant university. Goldsborough Assured Properties, sponsored by Johnson Fry, has Kunick, a quoted

company, as "guarantor". Guaranteed Investment Property from Raphael Zorn Hemsley is "guaranteed" by Raine Industries and Midland Bank. Johnson Fry Guaranteed Super Growth Scheme is backed by the University of Surrey, King's College, London and a local bousing trust.

Patriot Assured Tenancies, sponsored by Williams DeBroe is "guaranteed" by the Royal British Legion Housing Association. Quality Gnaranteed, sponsored by Hodgson Martin, is "guaranteed" by Quality

# The best interest rates

show the best rates, for a vari-

accounts. The offshore table

includes a Bradford & Bingley

pay a fixed rate for a fixed

time. The rates shown are net

of basic rate tax, National

Savings offer a variety of

accounts and certificates, some

Two caveate should he noted. First, this week's half

point cut in base rates has not

yet been reflected in savings

rates, so the better rates may

not be available for long. And

THE BEST RATES FOR YOUR MONEY

Supersaver

tax-free if held for five years.

FROM THIS week, Finance & the Family is expanding the information it gives readers on the best rates they can get for their money from the largest banks and building societies. ety of investments, on high interest chequing and offshore The table below has been account, which pays interest only on maturity (OM). Guaranteed income honds provided by Moneyfacts of Stalham near Norwich. Readers can obtain a free copy of the Moneyfacts guide by calling

The first section - investment Accounts and Bonds -shows gross (before tax) rates offered on accounts for minimum balances ranging from £1 to £25,000 and for inetant access and 90 day notice. The TESSAs section shows

the rates available for a range of minimum investments; it

Southdown BS

INVESTMENT A/C's and BONDS (Gross)

does not take account of further cuts may follow honuses. Further sections

The second is inflation. It is difficult to give useful figures for the real (minus inflation) return on accounts. The most recent RPI figures showed a rate of 9 per cent which, if snbtracted from the post-tax rates dieplayed below would in

many cases offer a poor return. However, what really matters is the rate of inflation over the next 12 months. Most forecasters are looking for e figure of around 5 per cent over that period, which makes the real

returns look more attractive.

Instant

Philip Coggan

£500 13.15%

£500 14.00%

£2,500 14.70% £10,000 15.67% £25,000 16.00%

£1 15.00% £100 15.25% £3,000 15.15% £9,000 15.50% £3,000 15.40%

£1 12.50% £2,500 13.80%

£10,000 14,40% £25,000 14,80% £1,000 12,60%

£500 14,25%

£25,000 15.25% £5,000 15.33% £25,000 15.67%

£10,000 10,00% £25,000 9.70% £25,000 9.75%

Rate int. % paid

are

57

in

\_eta-

eta.
will
ion,
een
the
nge
for
has
ionnot
for
upotuors

-iskets

's but

int or

0.£1,900

#### Portman BS Chelsea BS Cheltenham & Gloucester 0202 292444 0242 521391 Tax Saver + 0452 372372 0533 717272 0272 294271 before the word can be used, Affiance & Leicester BS Bristol & West BS TESSAs (Tax Free) Schemes on the market share price increase from £1 to £2.80. Another issue from John-son Fry is Predator Plus which Cambridge BS Skipton BS Nationwide BS 0223 315440 will borrow heavily to buy resi 0372 742211 dential property at distressed National Counties holdings, compared with the ster, Kensington and Chelsea. HIGH INTEREST CHEQUE A/Cs (Gross) Residential Recoveries is another Capital Ventures original price of £2. Capital Living II is an The scheme is sponsored by the London-based broker Wil-031 556 8235 0242 521391 assured tenancy echemo Investing within the M25. Tayliams de Broe. personnel. It claims to be beme which seeks to huy properties from distressed developers. String of Pearls, sponsored by Neill Clerk, is a distant relative of the "guaran-Inspector Morse, faced with a pub labelled Fine Inns of Dislor Woodrow will supervise the 0734 560411 instan shared ownership schemes. This will allow tenants immediately to buy 25 per cent of the value of their homes; the Capital Plus acquisition and disposal of property in a scheme spontinction, would immediately suspect a tourist trap with OFFSHORE ACCOUNTS (Gross) teed" schemes, but with a more exotic product. It will invest in sored by London-based National Leasing & Finance. Cavendish Wates Third horse brasses on the wall and weak beer. However, London-Portman CI Ltd 0481 822747 Alliance & Leiceste Bradford & Bingley low-budget British films, which Assured is another assured

GUARANTEED INCOME BONDS (Not) Canterbury Life (F) Liberty Lite (F) Aetna (F) NAT SAVINGS A/Cs & BONDS (Gross) NAT SAVINGS CERTIFICATES (Tax Free)

Philip Coggan

#### sagas but the most recent in a series of schemes designed to buy property for the use of air-

Changes to the acheme in the Budget of 1988 have meant that its name has become comthe first BES issue to gain Inland Revenue approval for a pletely incongruous. Most es are nothing to do with halping business to expand but with promoting the rented property sector.
As John Authors' article dis-

plan would be to sell the ten-ant a further 25 per cent in year five and the remainder in later years. The aim is to give investors a simple exit route. Beeches Two is a residential

property developer, sponsored by the Cheltenham-based Capital Ventures. It follows a similar scheme, Beeches Homes, which had the same sponsor

tenancy scheme based in the south-east. Properties will be designed and built by the Wates Building Group and the sponsor is the London-based Smith & Williamson.

Letting properties to stu-dents is one of the current BES fashions and CLASS - Central London Accommodation Services for Students - has been investing in West Country and developer, the Harper property. Afrways Homes V is Group. Shareholders in not the latest sequel in one of Hollywood's interminable offered £4.60 per share for their language students in Westminbased sponsor Johnson Fry plans a series of companies under this label which will buy hotels at distressed prices to be managed by Resort Hotels. Target hotels will be located for easy access to both com-

mercial and tourist markets."
Pathfinder Properties is a
Johnson Fry eponsored assured tenancy scheme. It follows the formula, and has the same managing director, as City Gate Estates, a previous BES company which enjoyed a

have been pre-sold to television companies and distributors. This limits the risk compared with most trading companies, but conservative BES investors may not be attracted by the films with such lurid titles as Vendetta and Midnight Fear. from Capital Ventures, will, as its name suggests, buy starter homes in Telford.

#### A lavender tax-saver that they correct minor or

transitory anomalies or relieve hardship in cases where it

would be too complex or

time-consuming to change leg-

A LITTLE brightness has been shone into the recessionary gloom with the publication by the Inland Revenue of the third in its series of booklets showing taxpayers how the law can sometimes be adjusted or even completely disregarded for

ered booklet Bt 1 (1988) and its two supplements contain an assortment of tax-reducing remedies covering groups rang-ing from market gardeners and mortgage borrowers to contemplative religious orders.

The Revenue explanation of these detours of the tax law authorised, by ministers, though not by Parliament, is

For independent BES research Allenbridge Group PLC 071-409 1111

islation. sometimes be adjusted or even

This is a claim that cannot completely disregarded for be verified as not all concessions are published. Again on ministerial authority only: the lavender cov- p favoured treatment negotiated by special interest groups can. be kept under wraps. In practice, the concessions

widen the powers of tax inspectors, who are free to apply the letter of the law - still in place - or vary it. Taxpayers and have no right of appeal if an inspector refuses one.

This remark might seem superfluous given the highly specific nature of some of the concessions. One gives mem-bers of the Royal Ulster Con-stabulary who die from inju-

ries caused in Northern Ireland by terrorist activity the same relief from inheritance tax as members of the armed forces. Another exempts widow's pensions from tax for Singaporean widows living in Britain if their late husbands were UK nationals employed by the Singapore government, But most concessions could

apply rather more widely. Frustrated commuters might profit from number A58, which covers people whose employers refund extra travel expenses or hotel costs when public transport is dislocated. Provided the amount involved is "reason-able", it is not counted as a taxable benefit and need not be declared. However, the concession refers explicitly to dislocation "by strikes or other indusaction", so the other varieties of disruption recently on offer may not qualify.

can vary substantially between An example is number A19,

dealing with arrears of tax arising through official error. The Revenue notes that this concession has been updated to reflect increased scale limits and the introduction of inde-pendent taxation. But a comsion shows that three other changes have also appeared.

A warning has been added



IN THE INDEX."

that both the "reasonable helief" and "failure to make use of information" conditions must be met. Inspectors can waive the full

amount of tax owned by tax-payers with a gross income of 2,000 or less (£15,300 for over 65s). The scale then slides, with only one-tenth of the tax .waived for people with income of between £22,001 and £32,000. Arrears have to be paid in full once income reaches £32,001 (£35,301 for the older group). Under independent taxation, the limits apply to each indi-vidual instead of a married couple, as in the past,

But the Revenue has quietly removed the possibility of some further leeway. As presently worded, the concession gives inspectors discretion to allow relief if the taxpayer's income only marginally exceeds the limits and be has large or exceptional family responsibilities. A previous alternative of allowing relief "if the taxpayer's investment income does not represent readily realisable capital (eg.

an annuity)," has vanished. Concessions published in the intervals between booklets appear in Revenue press releases, available from the Public Enquiry Room at the omerset House

The latest of these relaxes the capital gains tax rules for employees who sell their homes to relocation companies for the current market value. plus a share of any profit the companies make when they evectually sell. Under present law, the later profit is a separate asset liable to capital gains tax. The concession makes it exempt to the same extent as the bome itself.

However, it can be fiscal sui-cide to huild concession too obviously into tax planning. "A concession will not be given in any case where an attempt is ance," warns the Revenue prominently in each booklets.

This warning was invoked by the Reveoue in 1987 when a taxpayer sought judicial review of an inspector's decision to refuse a coocession. The taxpayer's wife had beeo thinking of selling a farm she owned but instead transferred

it to him as a gift on the day he left the country to live in Germany. No capital gains tax was payable on this transfer from wife to husband and when the man sold the farm a few weeks later, he tried to escape CGT once more under the conces sion exempting gains on sales made in the part of a tax year after a taxpayer has become resident abroad. But he had to

Barbara Ellis

## ENTERPRISE ZONES UNREPEATABLE BARGAINS with

- Wide range of property

For independent advice contact RICHARD FRASER at

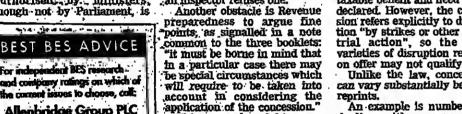
80 London Wall, London EC2M 5ND

## 100% Tax Allowances! CORPORATE AND PERSONAL TAX SHELTER OPPORTUNITIES

High yields on quality property
 Income guarantees available
 Prices from £50,000 to £20,000,000

FFE PROPERTY SERVICES LTD

071-638 1441/1372 of the PHANCE FOR ENTERPRISE Group of Co



'In certain circumstances arrears of tax are wholly or partly waived if they bave arisen through the failure of tha Department to make proper and timely use of infor-mation supplied by the tax-payer about his income and personal circumstances so that he would reasonably believe that his affairs were in order, says the new text with alightly more insistence than the earlier wording wblcb read reasonahly . could



## **EXCEPTIONAL** OPPORTUNITY FOR PRIVATE INVESTMENT.

income Bonds Capital Bonds (F)

#### **Quality New Homes And Flats** Throughout The South East. An opportunity for private individuals,

companies, local housing authorities and housing associations to invest in quality new homes in a number of prime locations, all with good access to Central London. Wide choice of house styles: studio apartments to 3 and 4 bedroom homes.

> For full information write to: Pauline Land, Caldew House, Garamonde Drive, Wymbush, Milton Keynes MK8 8DF or telephone 0908 261500

# NO TIME TO LOSE



ONLY # MORE DAYS TO GET YOUR SAVINGS OUT OF THE CHANCELLOR'S GRASP.

To find out more ask your financial adviser or ring us on 031-655 3555 or send this coupon to Scottish Widows PEP, FREEPOST, 15 Dalkeith Road, Edinburgh EHIG ONE. Please send me urgently full details of the Scottish Widows PEP.

SCOTTISH WIDOWS PEP Issued by Scottish Widows Investment Management Ltd., member of IMRO.

'Special 196 discount on all £6,000 applications received by 28/03/94.

#### Only charges are stockbroking comm. our advice. Invest up to £6000. of 1.65% (min £40), and £7.50 for reclaim \*No initial or annual management charges. of tax on each dividend received. \*11.5% interest (variable) on cash, tax free **ACT BEFORE MARCH 29** DEADLINE CALL NOW ON

THE PORTFOLIO PEP

LOW COST & SELF SELECT

if ultimately invested, equivalent to 18.3% at \*Remain in cash for as long as you want

\*Traditional stockbroking account provided automatically to all PEP clients. \*Unique low cost facility for switching

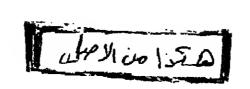
existing investments into your PEP. KILLIK & CO STOCKBROKERS

Members of The Stock Exchange & TSA

071 589 1577 or post the coupon for details

\*Security - investments held by major Bank.

KHHR & Co, 45 Cadogan Street, London SW3 2QI se send details of other stockbroking services Y/N



CHARLEMENT CONTRACTOR CONTRACTOR

\*

Last year we undertook a major reorganisation of our retail banking business.

Like other banks, we were hit by provisions

against bad and doubtful debts as a result of the

recession, and this held back total profits.

CONTRACTOR OF THE PROPERTY OF

For more information about the TSB Group,

write to Peter Rowland, Secretary, 25 Milk Street, London EC2V 8LU.

TSB Group is one of Britain's major

financial organisations.

As a result, retail banking profits were up 40%

last year. Income rose by 18%

but costs were only up 5%.

THE STATE OF THE PARTY OF THE P

to build long-term value for our shareholders.

Our core businesses are banking and insurance.

Profits from insurance and investment services

also rose, by 33%.

CONCRETE THE PROPERTY OF THE P

A 10-3% increase in dividend for the year

reflects the Group's financial strength.

BANKING AND BEYOND.

ASSETS: £27 billion. SHARE CAPITAL AND RESERVES: £18 billion. CURRENT AND DEPOSIT ACCOUNTS: £23 billion. ADVANCES: £17 billion. FUNDS UNDER MANAGEMENT AND ADVICE: £22 billion.

RETAIL BANKING: TSB Bank; UDT: TSB Property Services. CORPORATE AND MERCHANT BANKING: Hill Samuel Bank. INSURANCE AND INVESTMENT SERVICES: TSB Trust Company: Hill Samuel Investment Services Group: Bell Lawrie White; Hill House Hart Services.

Hill Samuel Investment Management Group. COMMERCIAL: Noble Lownders, Swan National; Wescol International Marine Services.

















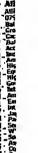


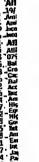








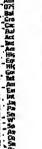


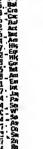


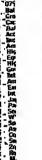














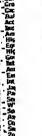




























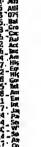






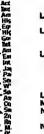






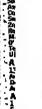














































































organisation

prover

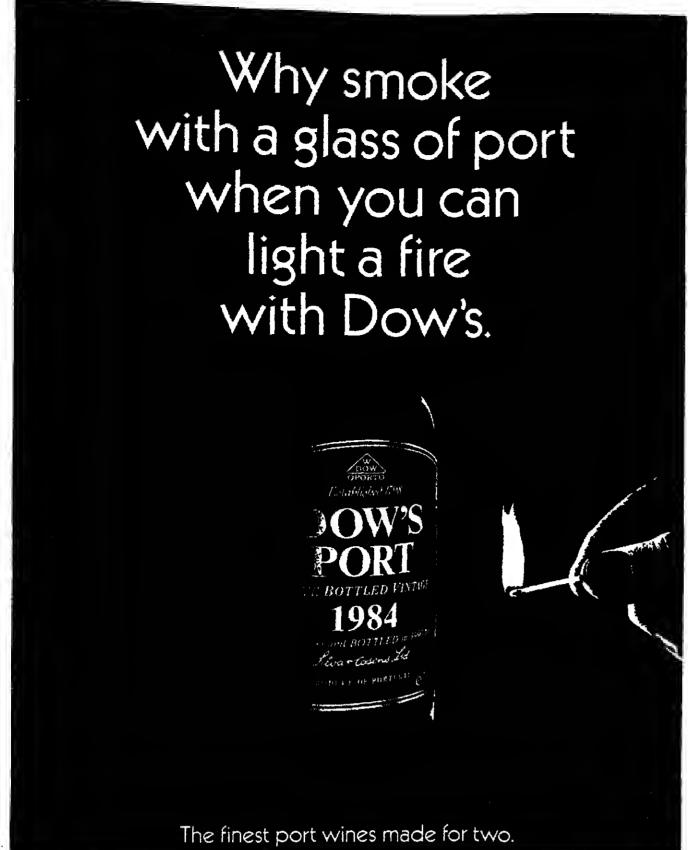
result of t

zitorą 🖫

TSB Group

VSLU

daniment.



# TO STAY AHEAD IIN BUSINESS, LEAVEIT BEHIND FOR A DAY.

Keeping pace with information technology these days isn't easy. Scarcely a week passes without significant developments which, conceivably, could have huge implications for the way you (or your competitors) do business.

Which is why a day's visit to The Which Computer? Show is not just time well-spent, but time well-invested.

It's the one occasion where, in one place, at one time, you can keep abreast of every significant development in the field. Where you can talk directly to the representatives from both

the biggest worldwide names in IT - and the smaller ones. Where you can discuss your business needs with the people

who really know the answers. It's the biggest, most successful show of its kind in the UK,

with a 10-year track record. Return the coupon today and we'll send you a complimentary

ticket to The 1991 Show.

H you plan to stay ahead, that is.

	MPLIMENTARY TICKET
APP	LICATION WORTH £10
Newcastle-upo	h Computer? Show, pp-Tyne X, NE85 4DW.
Number of	FREE tickets worth £10 each. (Maximum of 5.)
Please sens	d me information on Communications 1991.
Name	
_	
Company	
Address	
	Postcode
Tel (incl. STD).	
	WHICH
	ירוידייו זרדו וראו

NATIONAL EXHIBITION GENTRE BERNINGHAM

## COMPUTER! -- 5 H O W -

#### FINANCE & THE FAMILY

Eric Short and Philip Coggan on a new twist to investment trusts

# Saints to charge commission

INVESTMENT trusts made a further play for the indepen-dent intermediary market this week with the announcement that Scottish American Invest-ment Company (Saints) would pay 3 per cent commission on ump sum investments into the

However, the scheme raises many difficult issues about the nature of so-called "independent" financial advice and of investment trusts.

Even investors who do not use financial advisers will have to pay the commission under the Saints scheme. Otherwise financial advisers, who are required to give "best advice", would be forced to admit that investors would be better off buying the shares directly.

However, this problem has not been entirely avoided. Pri-vate investors might still save money by buying the trust's shares though a stockhroker. Discount brokers can charge as little as 1.25 per cent for a sale

Admittedly there is only a small £10 administrative charge for selling via the Saints scheme but a discount broker would still be cheaper. And in some circumstances even a conventional broker

who charges 1.65 per cent would save the client money. Given this, how would a financial adviser be giving

"best advice" if he told a client to buy the shares through the There are further difficulties.

Surely "hest advice" would suggest that the client buys another investment trust and avoids commission. Saints may be a perfectly good trust but it would be a bold man who could claim that Saints was certain to outperform, say, Forelgn & Colonial, especially with a huilt-in 3 per cent disad-

It is a fair point that advisers already face this conflict when choosing to recommend a unit trust which pays commission over an investment trust which does not. But at least an adviser could reapectably argue that unit trusts have characteristics - ease of access, asset value pricing that make them a different proposition from investment trusts.

There appears to be a huge gap in the regulatory system regarding the treatment of investment trusts.

The Financial Services Act classifies investment trust

shares as equities in the same manner as ICI shares, not as packaged investments such as unit trusts. As such there is no

statutory cooling-off period. This means that the investor cannot change his mind and

get his money hack without penalty, as with unit trusts. It also means that the investor does not receive notification from the investment trust group as to the amount of com-mission paid to the adviser. With unit trust investment, the investor is informed on commission payments by the unit trust management group.

In addition there is no comparable "Buyers' Guide" which tells the investor of his rights, how the adviser is renumerated and which reminds the investor to seek full details of the product before investing. The investor will receive a contract note setting out the commission charged by the stockbroker handling the purchase.

Saints is leaving it to the adviser to inform his or ber client that a commission is being paid. And under the Core Rules of Fimbra (Financial Intermediaries, Managers and Brokers Regulatory Brokers

Association) the adviser has a

duty to inform his client that he would be receiving commission, but not the

All one can do at this stage is to alert investors to get a full explanation from the adviser if

he recommends the Saints more confusing in a few days when the Securities and Investments Board reveals its proposals for regulating regular savings investment

trust scheme It is widely expected that these schemes will be treated on a par with unit trust and life assurance savings schemes, that is as packaged investments, rather than as

Saints say that in an ideal world advisers would be paid fees and that these problems would not arise. But in the real world, investment trusts are being ignored by advisers and Saints feels it has to respond. It will he strange if investment trust savings

schemes, designed as a cheap way for investors to huy shares, hecome an expensive option. And it is sad that trusts

#### DIRECTORS' TRANSACTIONS

TWO substantial transactions sale of the Weisfelds' family holding in Amber Day for 68p, and the acquisition of the Oys-ton stake in Capital Radio hy David Maule-ffinch through his investment company.

omintast. The Weisfelds were vendors of the What Everyone Wants Group to Amber Day in June 1990 hut their stake was placed with institutions after disagreement over how the company should be managed. The Amber Day Board forecast a substantial rise in interim prof-

The shares of Harrison Industries, best known for its garage door manufacturing

business, have performed badly over the last three years, although the profits have beid up relatively well. The execu-tive directors have all taken advantage of the weakness in the price to add to their hold-

took up 2.5 per cent of the con-vertible capital bonds issued to finance the purchase and leaseback of supermarkets with Sainsbury at a personal cost of £2m. The sale of stock in Benson Group is a continuation of the trend seen over the last year, with the original executiva team selling, and the new directors buying.

Angus MacDonald

#### DIRECTORS' SHARE TRANSACTIONS IN THEIR OWN COMPANIES (LISTED & USM)

Company	Shares	Value	No of directors
SALES			
Allied Textile Co	5,100	17	1
Amber Day Holdings	15.656.566	10.646	2
Benson Group	2,600,000	260	2 2 1 2.
Budgens	30,000	12	ĩ
Courtaulds	60,000	221	2.
Deb Tws & Chinnocks	500,000	400	1
Ilis & Everard	250,000	482	1
MAP	61,000	134	1.
arnell Electronics	10,000	18	1
Graham Wood	35,000	28	1
luntingdon Intl	35,679	97	1
eslie Wise Group	150,000	105	i
ilkington	184,788	341	2.
Reed International	90,000	357	ĩ.
Richmond Oil & Gas	16,000	10	i
Sainsbury (J)	56.212	191	,
ecuricor "A"	14.300	63	î
Stanhope Properties	100,000	88	•
/istec	200,000	22	
Varburg (SG)	33,559	134	
	33,338	104	1-
URCHASES	<b>67</b> 000	40	
nglo United CRP's	27,000	13	
Imec Industries	100,000	41	!
British Land	2,000,000	2,000	1
apital Radio	3,089,444	5,252	1
ownlebrae Holdings	150,000	45	1
wart	45,000	28	2
airway (London)	40,000	18	2 2 1
leeson Group	4,000	25	
larrison Industries	49,000	24	6
arvis	17,500	12	1
Cleinwort O'seas IT	7,500	11	1
Martin Currle Euro	18,000	15	1

Value expressed in 1000s. Companies must notify the Stock Exchange within 5 working days of a share transaction by a director. This list contains all transactions, including the exercise of options (\*) if 100% subsequently sold, with a value over £10,000. Information released by the Stock Exchange 18-22

110,000

## Compensation dispute is blow to investors

their money in four investment firms\* which failed may not receive any of the £270,000 compensation due to them under the Investors Compensation Scheme.

These unfortunate investors are caught in the middle of a dispute between the Securities and Investments Board (Sib). the overall financial services regulatory body, and the Financial Intermediaries, Managers and Brokers Regulatory Association (Fimbra), which regulates independent finan-cial advisers and smaller

investment management firms. The Investors Compensation Scheme came into existence on August 28 1988. It compensates those investors with money in authorised investment firms in default, paying in full on the first £30,000 of investment and 90 per cent of the next £20,000. The disputes centres over

the interpretation of the rules relating to compensation of assets beld before the starting date. Sib constructed the rules on the premise that all investors are covered by the scheme if the investment firm was operational at the start date. But Fimbra argues that compensation should not he paid if it relates to events which came into existence and has endorses its views.

Sib and the ICS are seeking a ruling from the High Court to clarify the legal position. One can sympathise with Fimbra's stance. Its members have already paid significant amounts of compensation and face a heavy bill for the cur-rent year to end-March, many of the liabilities of some of the

So Sib and the ISC, sticking closely to the letter of the law. has temporarily snspended payments to these 40 investors pending the ruling of the

failed firms arising before the



WE'RE NOT MOVING THE GOAL POSTS MR SMEDLEY WE'RE SAYING THEY DIDN'T EXIST BEFORE

Court. If the Court finds in favour of Fimbra's interpretation, then these investors will not receive any compensation. despite having previously been informed that they would.

int or

1 P.

However, it verges on the beartless for the ISC to change the rules in mid-stream for these 40 investors. The ISC has no power to make discretionary payments and Sib does not intend to seek such powers for the Scheme, even on a temporary basis for these unfortu-

In this situation, investors with long standing investments may well consider whether they should "bed and breakfast" some or all of their boldings to ensure that they would in future qualify for compensation should the unforeseen happen. Professional advice should be sought before any action is taken.

\* Fox Milton & Co

ised by TSA.

Greenan Investment.
Mildminster – authorised by Fimbra. JGM Financial Services.

Eric Short

# Willing to renounce a legacy

RECENTLY my busband died intestate. My father-in-law stands to inherit a portion of my busband's estate but owing to his (my father-in-law's) cir-cumstances he does not wish to inherit. Is it possible for him to renounce his portion without taking on the respon-sibility of ever having received it? Can be forego the inheri-

Tyndall Holdings...... Warburg SG Conv Def.....

tance even though the law states that it should be his? Your father-in-law can renounce his statutory legacy which would leave it to augment the residue; but a useful alternative, which is only available during the period of two years from the date of your husband's death, is to enter into a deed of arrange-ment between your father-in-law and you (and any other adult beneficiaries) disposing of the statutory legacy

**Earnings** allowance

in that way.

as if your husband bad made a

will in which it was disposed of

MY WIFE and I retired some years ago and I now have five years' hack tax forms to complete for the inspector of taxes. My wife has a small company pension of £226 p/a tax £56.50 for 89-90. Can you advise me if I can get a wife's earned income allowance and if so how much can I claim and for

how many back years? Yes, your wife's pension is eligible for wife's earnings allowance for 1984-85 to 1989-90. You do not have to claim this allowance specifically: it will normally be granted automati-cally. The effect will be to exempt your wife's pension from tax for all the years con-

You may like to ask your tax office for the free pamphlets IR4 (Income tax and pension ers) IR81 (Independent taxation: a guide for pensioners) and IR90 (independent taxa-tion: a guide to tax allowances and reliefs).

#### A sate house

TO GAIN the advantage of the nil inheritance tax band of £128,000 I have, in my will, left 7/16th of the value of my house to each of my two children and the remaining 2/16th to my wife. Could the house be sold without my wife's agreement? I have lent my danghter £25,000 interest free and returnable on demand towards the purchase of a house. Would there be an inheritance tax liability on my death?

The gifts which you describe would leave the major part of the equity vested in your children, who could therefore force a sale. If you first make a gift of a half share in the house to



your wife, the gifts hy will being left to operate in respect of your 50 per cent share only, her position will be considerahly more secure as she would own 62.5 per cent after your

death.

The loan to your daughter which you describe should not attract inheritance tax hut it would have to be called in by your executors unless you provide in your will for cancella-tion of the debt such a provision would be tantamount to a gift of £25,000.

## CGT at death

YOU HAVE said that transfer of shares hetween husband and wife on a no-gain, no-loss basis are not subject to Capital Gains Tax.

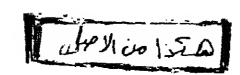
I am acting for my widowed sister whose husband has left her his entire estate which includes a number of share boldings. My question is as to whether there will be a CGT liability on these transfers and if so will it be required to declare this for probate?

No. CGT on death was abolished in 1971. Your sister is deemed to have acquired her late husband's shareholdings on the day of his death at their market value on that day (on the quarter-up basis). You may like to ask your tax office (or your sister's) for the free pamphlets IR45 (income tax, capital gains tax and inheritance tax: what happens when someone dies) and CGT14 (Capital gains tax: an introduction).

# Guarded

IN MY will I have left money to my daughter. I do not want this money to go lnto an account to which ber busband has access. Can I stipulate this to my executor in a separate letter or do I bave to add a codicil to the will?

If you leave money to your daughter by Will you cannot control what she does with it. To achieve what you propose you would have to create a protective trust, giving a life interest (on protective trusts) to your daughter with a gift over of capital to someone else, say her child or children.



Nicholas Garnett meets a young entrepreneur who got on his bike

# Deliver us from debt

Brit THOUGHT it would be easier an running a restaurant. But it's at." Ben Fox has been learning the and way since setting up in Lon-on last year what he claims is itain's first hot pasta home delivy service

A £75,000 bank loan has already Cor en gobbled up. Too much money Ste as consumed on pasta making and oking machinary. Too much oney was ladled into artwork and aphic design. Fox was a little too travagant with himself, buying a ep in his own company's livery.

"We could have got the venture sing for much less money and still at the same level of business," he UK tys. "We certainly have made made me mistakes."

Fasta Pasta, operating from take-way style premises in Fulham, will robably be saved only if discus-ons between 27-year-old Fox and a onple of potential partners bear uit. That would mean an injection I new capital and the spreading of verheads by opening at least two

Loi urther outlets.

When he was mada redundant in 389 from Pizza Piazza, the fast food hain where he was development lanager, Fox decided to set up his wn fast food business. Pasta was hosen because thera are few, if Bar ny, home delivery services of lin-ti uine, spaghetti, rigatoni and the ther variations of the Italians' avourite dish. It is also an increas-

igly popular food. There are now more people in he UK eating pasta but we eat only bout seven pounds per person per ear compared with ten pounds in he United States and 57 pounds in

The concept was to make up asta dishes with their sauces and eliver them hot by bicycle. Most of he banks Fox approached turned heir noses up at the idea. Eventu-lly, his local branch of National Vestminster agreed a £72,000 loan f which all but £20,000 is guaraneed under the government's loan uarantee scheme. Fox put in just

3,000 of his own money. Setting up a business, if you are ot careful, can suck up money fas-e er than it can be counted. The roperty in Fulham costs £13,500 a ear rent on a 20-year lease with ent reviews every fonr years. Clefurbishing it cost another £8,000

bought pasta and sauce making equipment, mainly from one mannfacturer, Prestigiosa, at a total cost of close on £20,000. Five new mountain bikes cost £300 each - though two have since been stolen - and fancy menus and uniforms £4,000.

Fox installed a fax machine and

bought books of pre-printed sheets of his own design on which compa-nies could fax lunchtime orders. "With hindsight, we made a num-bar of mistakes. We ordered too much pasta equipment. I could have done without the jeep. I could have cycled to work or used the Tube. The fax system is not used as avidly as I would have hoped. Unless you are in the centre of the city, I don't think it pays for itself."

Nevertheless, Fox says he has "absolutely no doubts" that with further investment a pasta delivery service such as Fasta Pasta can be successful. He says the business will have a turnover in the first twelve months of about £100,000. About 30 per cent of the company's business is done at lunchtime and overall about a third is for business rather than domestic consumption. All but 5 per cent of the business is delivery, with a small trade in

Fasta Pasta's dishes of freshly made-up semolina flour, water, eggs and saits and with sauces ranging from prawns and vodka to good old bolognese vary from £3 to £7. It offers a dozen different types of nasta and a similar number of sances to more than 500 customers a week. The dishes are delivered to homes and offices, including Virgin and PolyGram, within a 25 minute ride by cycle which carry panniers heat-insulated with radiator lining. Two full time staff are employe with several other people called in when necessary to cope with deliveries. The principal method of promoting the business has been mail drops which Fox says need to be repeated three or four times a year

at a cost each time of about £300. Fasta Pasta, though, is struggling to make any sort of profit. That is spite of a one year holiday on interest repayments on the business loan. Fox hopes that at least two investors will be putting in between £75,000 and £100,000 and taking a 40 ner cent share in the company.



Spaghetti wheels: Ben Fox of Fasta Pasta

The intention is to open two further outlets. We would be able to set those up for about £25,000 less than we did with this place in Ful-ham." Fulham would then act partly as a centralised kitchen, doing some of the food preparation for the other two outlets.

Fox says that he wants to promote a mix of good value and decent service with healthy eating,

stressing that pasta averages 33 calories per onnce (though that is without the sauce). We kind of want to make it the Body Shop of fast food."

The body of the business at the moment, however, is not so healthy and survival without extra finance is going to prove very awkward.

Fasta Pasta, 26 Filmer Rd, Fulham SW6 7BW. Tel 071-385-1066.

COMPUTING

# Electrified book-keeping

THE CENTREPIECE of any business system is accounting – calculation of income, expenses, and profit; control of the flow of cash into and out of the business. Any business with a computer will need accounting packages, this is a brief survey of what is available.

Under a traditional manual system the principal accounting book

Under a traditional manual system the principal accounting book (or "ledger") is the nominal ledger. The nominal ledger ultimately holds details of all a company's accounts and all its financial transactions. From it is extracted the final profit and loss account and balance sheet. Within a nominal ledger the three

most complicated accounts are usu-ally tha dabtors account (which handles all your sales invoices), the creditors account (which handles all purchase invoices) and the bank account (which handles all cheque payments and receipts). Normally a separate ledger book is devoted to

A sales ledger handles the debtors account in the nominal ledger, a purchase ledger handles the crediors account, and a cashbook handles the the bank account. Three of the four ledger books are easily

automated. One is not.
The Cinderella of the four is the cashbook. The software industry and the accounting profession seem tacitly to agree that when it comes to the first chore of bookkeeping reconciling bank payments and withdrawals with the bank statement – a manual cashbook from W H Smith or Ryman's does the job much better than a computarised

Many a businessman has just taken delivery of a computer to "do his accounts", and is then aggrieved to be told that if he wants to get the thing to work his first task is to write up a manual cashbook.

However, with sales, purchase and nominal ledgers the benefits of entomation are overwhelming and Immediate. Computerised accounting systems

differ according to the type of busi-ness they serve. For this survey we will classify them into four types: small business accounting, financial accounting, management accounting, and multicurrency accounting

SMALL BUSINESSES: Most small businesses turning over less than £100,000 annually do not hava enough credit invoices to justify trailtional sales and purchase ledgers. They need a specially adapted nomi-nal ledger able to handle the bank account and small numbers of debtors and creditors. This sort of package is in its infancy and it is fascinating to watch the designers grappling with the problem of how to give the non-accountant user a package which can do the accounts but does not require knowledge of

debits and credits.

Packages for small businesses
tend to be sold through Dixons,
Woolworths and by mail order. Examples are Digita Cash Control-ler, Dac Light Accounting, Kalama-zoo's One-up System, Money Man-ager from Connect Software, IT Marketing's Cash Trader Plus, Easy

Accounts from ABC Systems.
FINANCIAL ACCOUNTING: As the company grows, financial accounting becomes a problem. It is now trading mainly on credit and cash control is more complicated, requiring not only control of the bank account but also of substantial debtors and creditors. So the com-pany throws away its computerised

#### **David Carter looks** at accounting packages for all

company sizes

cashbook and starts running a man-ual one, and sets up full sales and purchase ledgers on computer. Most of these companies turning over less than 21m do not have an accountant or anyone who under-stands debits and credits. To them the nominal ledger is a closed book best left to the auditors at year-end. The nominal ledger package in this type of system is designed to produce year-end accounts; it holds ances for the current month and the

Typical packages in this range are: Denton's Accountant (ex-Pul-sar), DacEasy from the US, Complete Accounting from MAP Soft-ware, Easifacts from Facts Software, Paxton Business Deak, Pegasus Single User, Sage Sterling Accountant, Systematics from Sap-phire and Tetra's Compact Money-

year to date.

However, when a qualified accountant takes over there is (or should be) a dramatic cha With cash, debtors and creditors, undar control the emphasis switches from financial to manage

MANAGEMENT ACCOUNTING: The first step towards management accounts is to report performance not simply in terms of the year-todate, but month by month. Management can compare one month to the next and see the changes in sales and expenses dua to seasonality and

so on. They may also want to see the monthly figures compared with budget or last year's actuals.

There will be much more detailed analysis of expenses and sales, perhaps with separate profit and loss accounts for individual operations, rather than just one set of accounts for the whole company. All this extra analysis takes place within the nominal ledger which becomes of key importance within the of key importance within the accounting system, whereas before it took a back seat to the sales and

purchase ledgers.
When it comes to manager accounting, in practice many accountants find that all their needs can be satisfied if they run their accounts in a financial accounting-type nominal ledger, then take the account balances from the trial balance and analyse them in a spread-

But if the accountant wants stan-

dardised and regular reporting of detailed management accounts there are many excellent packages available. Among them are Datafile Diamond, MicroFacts from Facts Software, Global 2000 from TIS (until recently under the BOS label), Graffcom Accounts II, Multisoft Prestige, Omicron's Power sys-tem, Plusmark Business Management, Pegasus Senior, Sovereign from Sage, Systems Axis, Tabs III and Tetra 2000. Most of thesa systems also offer a "report-writer" module giving the user the facility to analyse data any way ha wants: MULTICURRENCY Accounting: Finally, we come to the top end of the market — the big companies and the multinationals. Here we enter the rarified world of multicurrency accounting. Now, there is multicurrency and there is multi-currency. If you receive just the old currency. It you receive just the odd foreign currency invoice you do not need a multicurrency package at all. You can post it to the ledger in sterling at a standard exchange rate stering at a standard exchange race and take an exchange gain or loss in the cashbook when it is finally paid. But things grow complicated as you start to run foreign currency bank accounts, make forward pur-chases, invoice in foreign curren-cies, have to value unrealised gains and losses or at the ultimate baye and losses, or at the ultimate have overseas subsidiaries which you want to consolidate centrally.

Many of the management. accounting systems offer compre-hensive facilities but if multicurrency is your prime concern, and if you want a nominal ledger bristling with financial analysis, there is SunAccount from Sapphire/Systems Union, Dillon World Systems; Shor-tlands, Tetra's Chameleon, and the XIS package from Omicron.

#### MINDING YOUR OWN BUSINESS

INVESTMENT UNITS AVAILABLE IN THE IMMINENT WEST END TRANSFER OF THE JEWISH FAMILY DRAMA "MY LOVELY.....SHAYNA MAIDEL"

> STARRING ANITA DOBSON (of "Eastenders" fame)

PETER O'BRIEN

(of "Neighbours" and "Flying Doctors") FOR DETAILS AND PROSPECTUS PLEASE RING NICK PITT ON 071 226 8561

#### COMMERCIAL LOANS/ **MORTGAGES**

Currently available funds at 9% or less in any stable world currency. Applications are invited from Principals for Projects requiring minimum funding of 2 MILLION POUNDS STERLING. A commitment can usually be issued within 15 days.

Send or Fax outline details to: LLYR FINANCIAL MANAGEMENT LTD 26 LLandeilo Road Crosshands Dyfed SA14 6NA Fax Numbers: (0269) 831362 (0558) 823781

## **ESTABLISHED PHOTOSETTING/STUDIO**

The way to survive and best the recession is to channel available sales into fewer production units. We are currently operating such a unit and wish to hear from others that would want to use our facilities or merge into our organisation. By doing so your company could save on machinery costs, premises costs and also on administration expense. If you have sales and are interested please write to:

Box H8158, Financial Times, One Southwark Bridge, LONDON. SE1 9HL

SMALL COMPANY (T/O £300K) with recently developed new product, seeks executive participation with investment to assist with the capitalisation of the wider market potential now available. Write Box H8157, Financial Times, One Southwark Endge, LONDON, SE! 9HL

**Sheffield City** Centre Freehold Development Site Available. Write Box H8174, Financial Times, One Southwark aridge, London SEI 9HL legitimate and imminent major West End show is being sought. Piesse raply in strictest confidence to Ber 20166, unciel Times, One Swither Bridge, London SE1 SEL

An Entrepreneur/Fivancier to act as Co-Producer for a

THE BUSINESS SECTION Appears Every Tuesday & Saturday. Please contact Gavin Bishop on 071-873 4780 or Metanic Miles on 071-873 3308. or write to them to 'The Financial Times One Southwark Bridge London SEI 9HL.

**BUSINESS SERVICES** 



FOR BUYERS AND SELLERS as COSTELLO Trading Consult 72 Lower Fant Road Maidstone, Kent ME16 SEA Fax: 0622 671376 Contact Tel: 0622 764084

## **BUSINESSES FOR SALE**

#### FOR SALE

Due to concentration on core business, Multinational wishes to sell well known and respected U.K. based Garage Equipment Business,

Stock at value - Brand names and goodwill

- Important agencies

Order Bank

Serious enquiries in confidence to:- Write Box, H8165, Financial Times, One Southwark Bridge, London SE1 9HL

#### ALGARVE, PORTUGAL First class investment

Luxury leisure complex in 56,000 square metres. Newly built. Could be ready for this seasons trading. Restaurant, stage, dressing rooms. Fully equipped kitchens. Restaurant seating 460. Plans and approval for 40 extra room holel in pipe-time. Realistically priced for quick

Telephone/Fax 0233-850225

#### FOR SALE

15 year established independent financial services company. 3,000+ quality clients. Large and increasing commission income. Massive goodwill. Two excellent locations.

Please write to Box H8164 Financial Times, One Southwark Bridge, London SEI 9HL

> HOTELS & LICENSED PREMISES

WELL **ESTABLISHED** 

**GUEST HOUSE** Overlooking a splendid beach in a prestigious Algarve resort: Patio

restaurant. Tel: 351 82 24308 (Algarve)

#### PERSONAL

Construction Industry. Established Sub-Contracting Austices for Sale. Profluble company, area of operation - North East/North West England. Turnover £350,000 - includes direct sales. Shareholders Directors due to retire.

FOR SALE

For details apply:-Clive Owen & Company, Chartered Accountants, I Blackwell Lane, Darlington, Co Durham OL3 SQF Telephone: (0325) 282511 Fax: (0325) 383475

#### IMPORTANT ANNOUNCEMENT

"The FT Computer Software and Services Review

The first of our regular quarterly supplements will be published on June 14th.

To advertise in this specialist software medium, contact:

> Mark Hall -Smith Wai-Fung Cheung 071-407 5758

## CLUBS

EVE has outlived others because of a policy of fair play and value for money. Support from 16-330 am. Disco and top masicians, glamorous houteases, exciting theoretical to provide the control of the co

LOW COST quality SCHOOL MALENG USTS.
115 PER '000 inclusive of carriage & VAT
Primary (23.300), leaded (1.300), secondary
(4.400) + independent sector National
selections only, 5 day turn-round. CWO
only, Educational Mailing Services Lig.

#### To advertise in this section please telephone 071-873 3580/071-407.5752 or write to . Mark Hall-Smith at X WINDOW SYSTEM

in YALLEGAY SESTEM I Wou need to build UNIX workstation applications for the X Window System you need IST'S X-Oselither. With X-Designer, you can build application graphicatiy in a fraction of the time that a would bette you with the naked X and Morit tools its. X-Dosligner generates portable C but even non-programmers can design windows.

**BUSINESS DATADISK** 

BUSINESS DATADISK
Refer to a wide range of business data
or screen, create graphs and charts,
and combine reference data with your
own figurest. The Business DATAdisk
comes in spreadshest form and is
updated each month with latest figures
for eschange retee, bank basse ratios,
relail pricess, earnings and other key
scomonic sesties, Pricess 15 for 12 ms
supply (includes 1 yr subscription to
BUSINESS Magezine) or elegio trial
disk evaluable with subscription to
BUSINESS (Cité for 12 leaues).
BUSINESS, 244 King's Read, Leadon SUSSEESS, 234 King's Road, Lucdon SW3 SUA Tet: 971-351 Fax: 971-361 2734

DOES YOUR CREDIT CONTROLLER NEED

HELP?
Turn down the heat on Credit Centrol with COLLECT, one of the first PC bladd systems specifically developed for the Credit Centroller, Cellect maintains a powerful customer detabase emabling longing of debt chasing phome calls and production of Delty Action Reports. Ceshflow Profestions. Deltors Letters... It can be either linked to Tetra or Pegasus or speciated on its own. Ried out mare invest Links Scotl. DestputerWorld, Grove House, 7eckingson, States 8812 6LF. Tel: 8654 818111 or Fest: 9684 817824.

**BUSINESS PLANS!** JOB CONTROL TIME MANAGEMENT V.2 Revolutionise your invoicing Boost Cash Frow, Establish profitability of jobs, clients & stati. The comprehensive software system for anybody. Includes INVOICE GENERATOR, CASH SOOK, VAT. CLIENT/LOS/TMAS LISTS ... "Paid for leash times over." remarks a Consulting Engineer. Price Iron £165 + VAT. For further details please content.

STE Comparing Ltd. Tel: 0272 202204 Pas: 0272 22665). INSURANCE COMMISSION

CALCULATOR Comprehentive system
Calculate commission, on all insurance
related products. Simple to use LAUTRO and non-LAUTRO rates plus % of
LAUTRO Pension Life, Group Pensions
etc. can be used by brokers direct agles
clients etc. Best system I've aver semremarks one accountant. Price from
C250 + VAT. For further details please
contact

MAKE MAXIMUM USE OF YOUR ANNUAL CGT

TIS SOFTWARE
THE UT \$35 420 Fex UT 527 7882

FINANCIAL

OF YOUR ANNUAL CCT
ALLOWANCE
Easy to use, Fairshames Plus provides destribed extendations of indexed gates and lossess and a report of un-registed gains to help select 'bed & breakfast' opportunities. Full Pertition management and graphical dinglysis included for just 199 from
Green Acres Softwares, Heak Road, Ampfield, Romsey, Heak 8081 808, Tet 10785) 253741

FINANCIAL

CONSULTANTS

Eave time and money building costs

Rows, Påla, budget etc by using softmers specifically designed for the job.

Intelligent Financial Advisor is menu

chrom, Birnie and complete, no other

software is required. With over 5 menu

chrom designed to the robust of the other

software is required. With over 5 menu

control of the control of the control

control of the control of the control

control of the control of the control

PLAN FOR YOUR SUCCESS using the compre-beasive ABP APPLIED BUSINESS PLAN

APPLIED BUSINESS PLAN on LOTUS 123, SUPERCALC, EXCEL or MUTLIPLAN MUTTLEPLAN
Multipade of features include:

Five year interactive plas with 1st year in months, 2nd in crits etc.

Customized menus with prompts

Global 8 seasonal wheth Booing

85 page comprehensive manual

Sophisticated yet V. user intendity

Price EIZS + VAT, For Info pack call:

Breads or Christine on 8225 337952

Applied Business Software Ltd

Queen Aura time, Charlotte Street,

Beth Avon BA1 2NE / Fax: 8225 311052

EYE SPY DATA EYE SPY DATA

CAPTURE

EYE SPY DATA CAPTURE is a powerful

computer peckage that anables the

users of hartest-eye to capture on disk

or print live financial data from Marfast

Eye in the form that is most appropriate

to your needs.

EYE SPY MARGUT SYSTEMS

Int Floor, 17 Spide Road,

Cardia, CPZ SBU, Tet, 6222-473865

Fax: 6222-481779

**BANKING SYSTEMS** DAUN. LIVE, STS I EN Technically advanced" "User triandly" "Delivered on time" "To specification" "Within budger" One of the time largest be societies" comments. Tesas Systems synilable Mutil Currancy Mutil Lingual John Orsond, Central Soft Test 6224 624607, Pac 6624

PREE PREDICTION!

Astronomics has predicted every top & bottom of the FTSE for the less have years. Uses proven cycles to torocast the market with remarkable accuracy, Noode no expert knowledge. Why wested time & somet knowledge. Why wested that need years of study? New, expended Handbook with charts has all forgasts to end of 1982. Only 255, with data disk 1980. Phone for details & get the next prediction tree.

Astronomics. FREE PREDICTION!

1-2-3- TAKEOVER PLIMSOLL PUBLISHING LIMITED, THE VANGUARD SUITE, EROADCASTING HOUSE, MIDDLESSROUGH, TSI SIA.

WHICH?
Which company in the UK was the first with Telesent auto-updating on a PC?
Which company has the international Steek Exchange chosan for their options analysis software, has the most powerful crossatt Technical Analysis package in the world in terms of teclibes, and has over 8000 users in 45 WHICH?

the Financial Times, One Southwark Bridge, London SEI 9HL or Fax: 071-873 3079 TECHNICAL ANALYST

Six window graphics, optimisation, advanced scanning auto atop systems, comprehensies gann, 12 tus's, 12 momentum indicators, batch proceeding/printing, and a whole lot more. The world's most powerful, seep to use and comprehensive technical analysis.

**BUSINESS SOFTWARE** 

BUSINESS PLAN on LOTUS 123 Save 200 hours or programming returning the common with "MISA Business Plan V.Z.". Choice of two plans for manufacturing in trading businesses. Used in 25 countries on Lotus, Excat, Bupernaic 5 etc. stilling cuide embbles completion of your business plan in one day. "Best business plan in one day." Best business plan in one day. "Best business plan in one day. "Best business plan in one day." Best business plan

COMPUTER AIDED SALES AND MARKETING SALES AND MARKETING
Besit/hough is ecomprehensive
compoterised sales & marketing proquestivity tool. Handles, contacts, prospects. Casters & products/services.
Produces form tebers, scoto lists &
reports. Manage accuracy, campaigns,
costing, response followup, notes &
messaging, & much more!
8006L, FREEPOST, Landen R10 1BR
TEL 691-805-3692

SURVEYS QUESTIONNAIRES MARKET RESEARCH MARKET RESEARCH

If you design questionnaires and conduct surveys, and then need to analyze them, SURVEY IT is for you. Easy-to-use and lest to produce results even for those without specialist computer knowledge. SURVEY IT is up, running and producing results as soon es it is installed on say ISM or competible PC, Desalts (And Demonstration Disk) from Unitority Limited

2 Casté Street, Selectory

Without SPI 1888

Tel 0722 333118 (office hours)

For instant attention: 0821 130183

PERSONAL CASHIFLOW PERSONAL CASHFLOW for the PC puts you firmly in control of your personal finances. Experi seconstitute pulsance to heep track of income, experience control of the property of the pulsance of the property of the pulsance of

HELP DESK SERVICE MANAGEMENT Hardware independent sail namding systems income retreated the call control; Full call cessation; Contract maintenance; Serialmed asset control; Time shedi seconding; Statistical reporting; Ouery report generated asset control; Time shedi seconding; Statistical reporting; Ouery report generated asset control; Time state from 2000; Price state from 2000; Price state from 2000; Price states from 2000; Price state

DOCUMENT IMAGING
Sum the flood of paper with ATHENE
DOCUMENT Imaging System. Control
prosees whole filing cabiness onto a
few disks; paintestly merges paper and
computer information. Uses pur own
uniquely efficient COLOSSUS text orionted database manager.

PC SOFTWARE SUPPLIES

BUY OR SELL?

NOPOA Research, a household name for top quality technical analysis, software provides expert help with RUPEIA.

INTRO. OPTION TRADER, and ANON-ING AVERAGE MANAGER. Supportly

ING AVERAGE MANAGER, SUGODBY presented, buys to use, comprehensive menuels, as outstanding range of indicators (including our well known ". INDEUA FILTERS"). In addition we offer educational workshops and free hotine support. Phone 0922-220349 or Fax 0923-842344 or write to:

NADDULA Research, 18 Revertineess, Walton-on-Therees, Survey (UN)
KT12 2781.

33 CE 12

EX ES

BEST VALUE IN THE MARKET? Our Technical Analysis Softwall the important features of

Our Technical Analysis Software offers all the Important features of packages coeting over twice as much. Prices start at 2395 + VAT for GARN ANALYSTY. Thi. It also features techniques carroly found elementers, like the ability to read many different dals. formatic all purchasers have ecceise to FREE data and there is a 50 day MONEY BACK GULAR-ANTEE. We also offer trading semimars and newalesters services - try our holdines on 0638 405 4650/449. (Calfacthery) of the Charysd at 33p pm cheep rate/44p other times).

Cootact John Piper, Technical Trader, Prespoed, York YO' 1WA.
Tet: LIK GROS 696487. Page 618720.

MAXIMISE YOUR SALES MAXIMISE YOUR SALES Turn potential sales late orders and beat the recession with 'Prospect, Plan and arealyse the activities of your Eales. personals, report on dalls to be actioned, performating of statt and affectiveness of maximiting. Keep in contact with your prospective clients and make the most of ALL your seles opportunities. Runs on ISM/Compati-bles.

sisci Christine Grace, soli Systems on 861-861 8720 c 061-841 8712 A SEMINAR ON TRADING TECHNIQUES

You are invited to a Trading Techniques sentiner on Sunday 17th Merch 1991. This is a special seminar to teare the techniques essential for profitable frading, Only 27g + VAT. Including lunch.

Phone of Pex lor a brochers: RGS Trinet, Greve House, Reseding Rosed, Lower Sanda, Deriza, RGS Sen, Tet 0497 875050 or Ren 6497 875056. NEURAL BREAKTHROUGH

AUTOMATE YOUR DATABASE and SPREADSHEET with over ten years experience in business computing, we will help you with your, database development, financial modelling, and

N ONE RESPECT at least Americans can be grateful to Saddam Hussein. He has finally distanced them from the Vietnam War and the shame of that conflict.

At My Lair The Conflict.

At My Lai, where 500 men, women and children were hutchered by US soldiers in an atrocity that became a symbol of the desper-ation of some American troops in South Vietnam, those memories have been preserved in a museum of the photographs which sheeled of the photographs which shocked the world in 1969.

Twenty years on, the memories are fading. But for the older inhabitants of another village, barely 20 miles from My Lai, the sorrow and pain are still great. Although the strass has grown back at Riph Mos grass has grown back at Binh Noa and lives have been rebuilt, I discovered a community which bear deep scars, although the cause of them never featured in the world's headlines

I learned about Binh Hoa almost by accident from the People's Com-mittee of Quang Ngai province. Travelling through Vietnam a cer-tain routine developed. Every time I arrived somewhere new a local committee would lay on banquets and a history lesson. Hospitality and pro-

history lesson. Hospitality and pro-paganda (in equal measure).

In this respect Quang Ngai city was no different. I duly found myself ranged opposite several cad-res at a long table, with my inter-preter, Truc, at my slde. Hong Nhan, director of the Culture and Information Eureau was doing most Information Bureau was doing most of the talking.

rganisanon

<u>≥</u>35.

To your Difference anore 1

TSB Group

cretary,

W SLU

. Pharmanaire

"There were so many incidents," Hong tells me. "The massacre at My Lai, for example, or the one at Binh

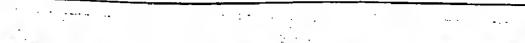
Binh Hoa? I have never heard of Binh Hoa. I ask to be taken there. After some toing and froing of junior cadres, and after the vice chairman of the People's Committee has given his consent, I am told that I can go.

I set off with Truc the following morning. At the wheel of the beat-en-up Mazda is Sau Dai, a former army captain. We are encouraged by a cadre from the provincial com-mittee. We drive northwards to Binh Son, where we stop at the district people's committee headquar-ters, but there is no-one there to meet us.

Across the road isthe police sta-tion. A group of three or four nonuniformed men are standing, gazing at us. San Dang talks to their leader, a short fellow with a dangerous face. He is, he says, chief of police in these parts, and he doesn't want us around. We can go no fur-

Sau Dang is furious, but refuses to give up. We drive back toward Quang Ngai, but take the My Lai turning. Hong and the vice president, he knows, are escorting a party of Americans around the russeur. When we find them Sau museum. When we find them, Sau Dang explains our plight. Hong says he will accompany us back to Binh Son, Indeed, he will devote the rest

of the day to my expedition. So; back to Binh Son. The com-





# Binh Hoa: Vietnam's lost apocalypse Justin Wintle returns to a less successful US battleground where sad echoes of violence still haunt the villagers

mittee building is still deserted, but a few words to the janitor from Hong soon brings the local chair-man and vice-chairman running. My party is led upstairs to be

offered tea in a square, shabby room. Apologies are offered. The police, I am told, were only concerned for my safety.

By the time I finally get to Binh Hoa it is mid-afternoon. The road is pitted and still bomb-cratered, making we still be the time in the time. ing me wish that I was in the jeep

– full of dignitaries and their

en - that now escorts us. Binh Hoa itself is not like My Lai, which nestles in luxuriant tropical foliage. Here we are close to the sea, salt winds bave reduced the landscape to desolate scrub. But at least now I am expected. Messengers have been sent to prepare a recep-tion. Yet another people's committee is waiting.

Everybody crowds into the committee house, no more than a con-crete shed without electricity and festooned with red banners and the obligatory portrait of Ho Chi Minh, in this instance looking almost frighteningly avuncular.

About 20 of us, all men, sit round a long-table. Oil-lamps are lift. The introductions and formal compliments go on a bit, but finally two older men, peasants, are brought in and placed near me. These, it is explained, are "witnesses" of the Binh Hoa massacre. With a little help, they will tell the story.

The first to speak is the very frail

same length as a Ford Fiesta

many far larger cars - and

that the driver has a very good view indeed of the road over its

There is only one model, the GLX. It has a 1.3 litre, 16 valve

engine developing 72 horse-power and a 4-speed automatic

transmission as standard.
Out of town, the Mazda felt

surprisingly vigorous though I

surprisingly vigorous insugh I thought the transmission was a bit too eager to change down. It jumped from top into second if I wanted quick acceleration from under 40 mph (64 kmh), it would often drop into third would often drop into third

and hold it up to 65 mpb (105

kmh) when top would have

THE £19,245 Saab 9000XS

be called recession beaters

in that they have

5-door and CDXS 4-door saloon announced this week could

stubby little bonnet.

Mr Bui. Visibly overwhelmed by the attention he is receiving not just from myself but also from those who, in his daily life, no doubt assume the role of his masters, he rises respectfully to his feet and at first falters. His eyes quickly soak. He simply cannot grasp, he says, why, after so long, a complete stranger has come to ask him ques-

But when he gets going old Bui speaks from the heart. He tells me how all the men in Binh Hoa had been revolutionaries. They had responded "well" to the call to "lib-erate" the bomeland. And because of this, Binh Hoa was s thorn in Saigon's side.

Then he tells me what bappened on December 5 1966. At dawn a detachment of South Korean mercenarias, men of the crack Green Dragon Division, arrived at the vil-lage and herded everyone they could find — 34 old men, women and children — toward a nearby bomb-crater. Then, pushing their victims into the pit, they shot them

For the next three days the Koreans kept guard over the crater, preventing anyone from retrieving the corpses for burial, hoping perhaps to lure the Viet Cong out of the surrounding hush. By the time they left the bodies, soaked in mud and water and also mortared by the Koreans, had already begun to decompose. It was decided, theredecompose. It was decided, there-fore, to leave them where they

Japanese go private

Stuart Marshall tests the latest Mazda 121 and Nissan Sunny

were, to fill the crater and designate

PERSPECTIVES

it a grave.
At the time Mr Bul was 45 and a farmer. He did not in fact see the killings, but he did see the corpses. They included the remains of five of his own children: four daughters, and a son. One by one he gives me their names: Bui Thi Xiem, Bui Thi Lam, Bui Thi Moc, Bui Thi Xi and Bui Van Duc. With Truc's help I inscribe each in my notebook. Mr Bui wetches as I write. Probably he is illiterate, but he doesn't need to

to separate spots. The killings began at 10 am. Some were shot, some were mor-tared, some were grenaded. A few of the women were stripped and tor-tured first. Individual Green Drag-ons clenched their hands and drove fists into vaginas. Five girls were raped. Then they in turn were shot, mortared or grenaded. Even new-born babies were not spared. But there were seven survivors, who were discovered after the Koreans had left.

The Green Dragons arrived at daybreak. The villagers, more than 450 of them, were divided into groups. The killings began at 10am . . .

MOTORING

4-door (£12,633) and finally the

pretty 1.6 NX Coupe, which

costs £15,024. Any lower/me-

dium sector buyer who tried a

new Sunny would probably be

as impressed as I was by its

refinement - equal to that of the class leading upper/me-

dium Nissan Primera - as

well as its performance and equipment. What might not go

An increasingly poblic row has been going on between Nissan UK, the independent company headed by Octav Bot-

nar which handles all Nissan

sales in Britain, and Nissan

successfully they became the

Motor Company of Jepan. For more than 20 years Nissan UK sold Nissan cars so

down so well is the price.

be told what I am doing. He says nothing more. Truc whispers in my ar, "You see, he is so moved."

It is now the turn of the other man, Pham Van Cuc. Younger than Bui, he is more alert but equally deferential. He describes a different incident that took place in an adjoining hamlet, An Phuoc, a part of Binh Hos village.

On December 6 1966 the Green Dragons again arrived at dayhreak. On this occasion they surrounded the whole place so that no-one could escape. The inhabitants of An Phuoc, more than 450 of them, were divided into four groups and led off

Pham also tells me about a third incident, that took place in Tri Hoa bamlet. Twalve people were rounded up and pushed into a cel-

lar. The Koreans then lobbed hand-grenades at them, killing all. Overall the number of people slaughtered was 34 plus 456 plus 12, a total of 502, just two less than the official tally at My Lai. Yet the Binh Hoa atrocities were 17 months before My Lai. Why, I ask, have I never heard of them?

A discussion gets under way in an attempt to answer this. The conwas perpetrated by Koreans, and not by Americans, it was of little interest to western reporters at the time. Dog eat dog and all that. Yet even so, because the Green Dragons were mercenaries in America's employ, the American military were almost certain to have known about

it.

What is interesting about the Green Dragons is that unlike the men under Lieutenant Calley, the senior officer at My Lai, they were not draftees but highly-trained regulars. Their average age was 26, not 19 as at My Lai. They were, if the word has any relevance, professionals.

I am taken on a tour of the mas-sacre sites. There is nothing much to be seen. A shallow declivity, 25ft or so in diameter on the slope of a hill, marks the spot of the bomb-crater turned grava. Above, where there is a conventional war ceme-tery, paid for by the state, Mr Bui kneels beside another grave which contains the body of the only child of his who wasn't "murdered": a second son, killed in action later,

"fighting for our independence". Then Mr Bui, crying, disappears and we make our way to An Phuoc, the main killing field. But all 1 can find there is a destitute sterility hanging like a pall over a cluster of miserable leaf-and-hamhoo dwell-

we return to the Binh Hoa committee building at dusk. In my absence a "survivor" has been found. Doan Nghia is in his mid-20's

baby, just seven months old when the Green Dragons carried out their mission. He was shot, he says, in the back, and left for dead. His father, a Viet Cong, rescued him from the pile of corpses. But there was no saving his eyes: they had taken the partial impact of a grenade and had been caked for several

hours in blood and mud.

Time to hid farewell to the committee. Everyone gathers outside. Because it would take too long to shake them all by the hand, I lead Nghia forward a little. My intention is to give him a bug, but before I can do this he suddenly drops his trousers to his ankles and, feeling with his fingers, shows me the scar

of a bullet wound in his buttock. This wound is almost as old as he is and yet he has never seen it -and never will. Thinking about this makes everyone quiet in the Mazda as Sau drives us back to Quang As Sau drives us back to Quang Ngai. But as we enter the city's outskirts, the silence is broken by Hong. Through Truc, he wants to remind me that the Binh Hoa I have visited is in Quang Ngai province. The reason for telling me this is that there is another Binh Hoa in the next province south, Binh Dinh. Hong cannot be sure but he thinks Hong cannot be sure, but he thinks

askets

: hut

int or

there was a massacre there as well.

A fuller account of the Binb Hoa massacra can be found in Romancing Vietnam, written hy Justin Wintle, and just published by Viking Books, price £16.95.



Your private car wash just became a patio cleaner.



to do fast with the KEW-Hobby?

fating a price in your home and possess



ST. JOSEPH'S

HOSPICE

MAREST LONDON E8 4SA

(Charity Ref. No. 231323) There is never a time in caring, when no more can he given, no more can be learned, no more can be said. Thank you for listening, and for sharing so often the joy of your giving with the gravely ill patients in

Sister Superior

Antique Carpets Gallery HUGE SELECTION of decorative antique cupets, rags, subusaces, needlepoints and killent. Der to our location (Dutaids the expensive rates and sents of the West End) we are used to affer better quelity pieces at ar prices. Gazzantonal Part exchange welcome neutlons + Valuation - Cies

factory-installed air conditioning and a compact disc player, both unusual in the under £20,000 class. These 2-litre, 16-valve, 130 horsepower engined cars also have catalytic converters and 150 Wandsworth Bridge Road, London SW6 ZUH such executive-class goodies Tel: 071 371 9619 Fee: 071 371 9620 as wood veneered fascias, heated front seats, central Hours 10 am to 6pm Mon-Sai, locking, powered windows -- or by appoint

THE TWO latest Japa- is noisy. Really, the 121 is at its hatchback offers 3-speed auto- 5-door (£10,900), then a 1.6GS best at moderate speeds and, of course, in town, where its com-Mazda 121 and Nissan paciness and easy manoenvra-bility make it feel positively Sunny - are aimed straight at private motorists, not company fleets.
Whereas the first Mazda 121 nimble. On the move, the steering is pleasantly light. But was a fairly conventional small when I went from lock to lock hatchback, the new one is that rare animal, an exceedingly at almost zero speed to squeeze it into tight parking spaces, I wondered why Mazda had not gone the whole hog and given compact 4-door saloon. After

all, not every small car buyer wants a tailgate; some prefer a boot. The Mazda gives buyers the best of both worlds because power assistance. To the young and fit, this may seem ridiculous. Although tha rear seat backrest folds fit but, regrettably, far from partly or completely flat so outsize loads can be carried. young, I was not troubled by the lack of power assistance. But I think many an elderly and possibly frail motorist -The new Sunny comes in a full range of 3-door and 5-door hatchback, 4-door saloon or and they must be typical 121 3-door conpe verstons, all looking quite different from one another.

buyers - might well be. They would gladly find the small extra amount (under 5 per cent of the £8,499 list price) that would allow power assis-At a shade over 12 ft (380cm), the Mazda 121 is almost the tance to be factory fitted as but at almost 58 ins high, is six inches taller. So it is no won-der there is masses of head-room – more, in fact, than in standard. It is worth noting that the similarly sized Dai-hatsu Charade CX 5-door

and exterior mirrors and

no sunroofs. Interestingly, Saab is

considering offering air

high-level hrake lights - hut

conditioning as an alternative

to a power-operated sunroof

in the other 9000 and luxury CD models at no extra cost.

Bryan Hatter, Saab GB

managing director, believes

realise that air conditioning

makes summer motoring

much nicer and crawling in

a motorway tailback more

that British businessmen now

matic transmission and power steering for £8,355. But in every other respect the 121 is just about ideal. The high roof allows people to sit up properly inside, so rear seat knee and legroom is perfectly adequate for adults. They will also find it easy to enter and leave. Boot and fuel flap open from inside and the steering wheel tilt is adjustable. It also has power operated front windows and central locking.

Britons like the Nissan Sunny. Over the years we heve bought well over half a million of them. We shall, I have no doubt, also like the new ones. They go on sale at the begin-ning of next month and are intended to lock borns with the Vauxhall Astra.

Ford Escort, VW Colf and Last week, 1 dipped into the range, trying first a 1.4LS

British buyer's top Japanese choice, with total sales exceed-Wben Nissan Motor began making cars at a in northeast England, Nissan UK sold these well as the Japanese

trim, front and rear air

power-operated division

between chauffeur and rear

compartment. It costs from

around £40,000 upwards,

depending on whether you

bave the 2.3 litre, 4-cylinder

engine turbo charged or not.

scale, SEAT - Volkswagen's Spanish branch - will soon

be introducing face-lifted and

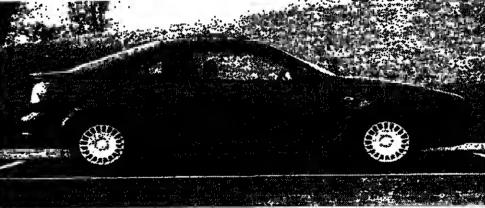
best-selling Ihiza hatchbacks.

more refined versions of lts

Eight models, with petrol

At the other end of the price

conditioning and a



When extended, the engine Nissan's £15,023 100 NX coupe. A good performer, but is it worth more than e Toyota MR2?

tolerable. Sunroofs are not

universally popular, among readers of this column at any

beadroom unacceptably and

say thet few of them can be

opened at motorway speeds

Also new from Saab - a

Coleman-Milne CD limousine

longest of its kind in Europe.

It has all the usual limousine

without causing a lot of

19ft 6in (594 cm) 6-door

conversion said to be the

necessities such as leather

disturbance.

rate. Many believe they reduce

The Mazda 121 1.3i GLX 4-door saloon - not all small-car buyers prefer tailgates to boot lids converter, 5-speed gearbox with featherlight clutch and "outrageous" and saying they imports. At first the factory were 15 per cent above the fig-ures it had proposed. Accord-

assembled Bluebirds; now it makes the Bluebird's successor, the Primera; and next year a Micra replacement will be produced there, too. ing to Nissan Motor, the 1.4 Sunny 3-door, now listed at £9,995, would be priced in the

A dispute which had been simmering for some time blew up over the prices et which Nissan UK could buy Primeras from the British factory. Nissan UK said they were too high for the car to compete directly with the Vauxhall Cavalier and Peugeot 405. Nissan Motor would have

none of this. Eventually it said It was going to end its distribution arrangement with Nissan UK and set up its own sales network in the British Isles Nissan UK's reply was to call in the lawyers.

No-one knows how the case will be settled but meantime,

the uncertainty is not helping Nissan car sales in the UK. When Nissan UK announced the prices of the new Sunny range, Nissan Motor issued an official statement calling them

engines ranging from 900 cc

to 1.5 litres capacity, plus a

in the UK late next month.

1.7 litre diesel, will go on sale

to £9,151, are unlikely to rise

control, Seat build-quality has

much. Under Volkswagen's

greatly improved. So much

Ibizas I drove in a wind and

rainswept Mallorca last week

felt rather like a cross between

SM

so that I thought that the

a Polo and a Golf.

Prices, currently from £5.699

EXECUTIVE GOODIES, MIDDLE MANAGEMENT PRICE

unrealistically expensive. For example, is £9,995 too much for an Escort-sized 3-door hatchback powered by a silky, 16-valve engine with catalytic

"mid to late £8,000 range" if it had had its own way. All of which tends to obscure the fact that, even at current prices, the new Sunny models are attractive cars. Some might not think the cheaper ones

When you look at a £9,690 Escort 1.4 LX 3-door with a catalyser but a less advanced engine and no power steering, the £9,995 Sunny does not seem' quite so expensive.

I cannot say the same. though, of the top of the range 100 NX Coupe, which has the same engine as the 1.6 GS

power steering?

saloon and hatchback (from £12,634) but costs £15,023. That is e few pounds more than a Rover 416GTi 16v 4-door, over-£500 more than a Toyota MR2.

(0483) 898159

...ō

#### **MOTORS**



Bramley Open Daily including 26 High Street, Bramley (A281), Nr. Guildford, Surrey.

URGENTLY REQUIRED EXCEPTIONAL CONDITION & LOW MILEAGE MERCEDES SENZ, PORSCHE, BMW & RANGE ROVER, PLEASE CONTACT US FOR OUTRIGHT PURCHASE AVAILABLE 7 DAYS A WEEK, ALTERNATIVELY BAX DETAILS ON 048J 893925

leather interior, many extras, 1500 miles. £56,500

Tel: 081-903 5879

CAR REGISTRATION FOR SALE G1 LTS

MOTORS PAGE CONTACT

**B.M.W. 850IA 1991** Calypso red,

or 0836 539694

£30,000 Fax: 010 852 8455 662

TO ADVERTISE ON THE CRAHAM LOVELUCK-EDWARDS ON 071-407 5632

Chris Brown, youthful managing director of Corney & Barrow's res-TH(taurant division, "from hosting nan rilunches that went on till 4.30 to cot." Boperating an in-house merchant abroking room in less than three

m la years is amazing.' e might have added the karaoke and what C&B chairman Mai-colm Kimmins calls Sokin \_\_ "pitsers" that are both coney on offer at their Coates wine bar as aphi even more dramatic evidence of the traw recent modernisation of the mon-ep in arch's wine merchant. (C&B have "We been Royal Warrantbolders since oing the reign of George V.)
"bt the "Have you tried karaoke?" Kim-

"Have you tried karaoke?" Kim-Uys. mins asked ma in tha drawing room wome 1 of the Georgian rectory off Old Fast Street that is C&B's headquarters. Way 5 "No? I borrowed one for Christmas robat and we ended up playing with it Peons I every night. It's more fun...! We uple have karaoke five nights a week at ruit. I Coates now and wa still have I new gaieues stretching down London Guorbe Wall."

It is doubtful that Kimmins. Whe drafted in as chairman of the group 389 fr leur years ago from the whisky hain business, would be quite so keen to stanag efficourage this Japanese-inspired wn f exercise in public humiliation in hose one of the five City of London res-any, I taurants and bars that actually uine, carry the Corney & Barrow name, ther but this nimble juggling of demand evour and self-interest is typical of the igly 200-year-old company's current

he UI Among the dozen or so wine mer-thout chants that remained in the City by ear a the late 70s and early 80s, C&B were he UI already distinguished. In spite of Ealy," satisfying all the membership rules The of this particular club - long, port-asta gressing lunches in the boardroom; elive a deep-rooted suspicion of non-clas-he b sic wines; all the right ties and tai-heir lors – C&B could boast a well-con-Tly, nected hut distinctly outre yests managing director in one John f wh Armit (then also a founder of Dingeed I wall's and the Zanzibar, both semi mara nal nightspots of their time) and, 3,000 even more bizarre in this context, a Sett woman who was actually allowed to tot ce take the odd decision. I remember er ti meeting John Armit and Susie De rope: Paolis in C&B's old headquarters in ear Old Broad Street, he wearing a ent school badge that said Vice Captain tefur (ho, ho), she coping heroically with

her in-bouse status as eighth won-der of the world, a woman with

NGLAND'S WEST Country

has such a strong associa-tion with enjoyable holi-days that the pretext of an

early Easter was all the excuse nec-

essary for a few days excursion in late January. Gastronomically, there was s

price to pay as some of the better

known restaurants were closed for their holidays: the Carved Angel in

Dartmouth (0803-832465), Food for

Thought in Fowey (072-683-2221) and the Scafood Restaurant in Pad-

stow (0841-532485), although all

three were due to re-open by now.

There were, however, advantages to being there out of season. One

could watch a lonely fishing boat

battling out to sea without being mowed down by a herd of caravans;

the lovely Cornish accent came

over loud and clear across the cob-hled stones; and the steep paths down to the picturesque fishing vil-lages, such as Clovelly and Pol-perro, were for once deserted.

Over the restaurants of the area

two benign influences are at play. The first, and more long term, has

been that of George Perry-Smith, originally proprietor of the Hole-in-the-Wall in Bath and then the Riv-

erside in Helford, Cornwall, who encouraged the revival of good

wine lists as his own domain.

in a somewhat acrimonions reshuffle, Armit and De Paolis left the old firm in 1988 to start John Armit Wines, whose list hears a remarkable similarity to that of C&B. Both sport a quiver of top names in Burgundy and most of the most famous names of Bordeaux, including a small allocation of the wine marchant's dream ticket Châtean Petrus, won for C&B by Armit'a assiduous courting of the Bordeaux house of JP Moueix.

Most wine merchants would kiss Most wine merchants would also secure a fraction of what is probably only a very few hundred cases of this, tha most sought-after wine in the world, shipped to C&B each year. The exact quantity is Corney's best kept secret but the firm could have sall it is allegation of Batters. have sold its allocation of Petrus 1989, priced a year ago at £1,150 a dozen but recently booght for

Jancis Robinson visits a City institution which moves with the times

£1,675, three and a half times over. One manifestation of the new hroom of self-discipline of which Kimmins and colleagues are so proud is that directors are no longer allowed to buy Petrus themselves. Another is that in-house lunches are now scheduled to end firmly at 2.15 ("they were too long and we've been happy to be disciplined by the rest of the City") and entertaining in the company's restaurants is frowned upon.

Perhaps most important, Kimmins has imposed rigid financial controls - hy no means the norm in a trade still coming to gentle-manly grips with such notions as credit control and accountability. The group, which has turnover of £11.3m and is privately owned by about 30 shareholders, has been restructured into its distinct component parts. There is Ernst Gorge Wine Shippers, whose 77-year-old founder earned a useful \$420,000 worth of commission on sales of less smart wines to supermarkets and the like - including 500,000 bottles of Loron heaujolais nouveau
- in the year before his retirement the official C&B line that "anyone who spends less than £3.50 on a

Intriguing.
Then there is West London Wine Shippers, C&B's outpost in Notting Hill (or "Portobello" as C&B would rather have it) a shop two doors away from – John Armit Wines. But the most important financial untangling was to establish as separate entities C&B Wine Merchants and C&B Restaurants (turnover in the financial year just ended of

the mandral year just ended of 26.4m and £4.1m respectively) The company went eye-catchingly into the restaurant husiness in the early 80s with sharply designed, pastel shaded watering holes apparently at odds with its image as a venerable wine merchant but tailor-made for the emercing City where here for. the emerging City species home fax-iens (Nick Stanley, who master-minded this move when MD of C&B. is now a director of . . . John Armit Wines.) The initial point of the reswines.) The initial point of the restaurants was to generate wine sales for the merchanting husiness but nowadays they admit it is unlikely that both sides of the husiness will flourish simultaneously.

Adam Brett-Smith, lanky manag-ing director of the merchanting side is clearly proud of having fulfilled his brief of returning the merchant-ing side to profit since he was appointed two years ago. A recent customer questionnaire revealed that C&B were seen as

"excellent but expensive". Brett-Smith observes smugly, "I think I can live with that." I pressed him to elaborate on Corney's strengths as a wine merchant. He had much to say about their service levels and special features hut, perhaps signifi-cantly, little about the wines them-

The company's pride and joy at the moment is "the hunker", a basement cell where Mark Bedini runs C&B's fine wine broking division started 18 months ago and now trading over £1m worth of their customers' wine, without the involve-ment of the auction houses or Lon-

don's hungry fine wine traders. Chris Brown, also 34, has had more of a struggle to balance the books recently, which will come as no great surprise to anyone in either the restaurant husiness or the City. The redevelopment of a nearby office block can make an immediately calculable difference to takings. The fortunes of C&B restaurants fluctuate almost directly with those of the City, although even now an average of 36 bottles of champagne a day are sold at the bar overlooking the Broadgate ice rink



Chris Brown, managing director of Corney & Barrow restaurants, which has a champagne bar in the Lloyd's building

and jeroboams are kept permanently on ice in anticipation of any unexpectedly good figures.

Ex-Savoy and no-nonsense, Brown epitomises the meritocracy he claims to cater lor, serving them a three course lunch within the bour if requested. "Modern communications are terribly important. Our sort of customers don't want to hide away in dark, sawdust-covered wine bars. They need to keep themselves informed.

Their newest venture, a champagne bar at Lloyd's won from nine other tenderers, has all sorts of umbilical cords to its financial mother: PBX direct line and special Lloyd's paging system, as well as "specially designed slip case storage for brokers' papers" and the usual high-tech panoply of satellite televisions, video and fax facilities and phone systems.

But doesn't everyone drink water st lunchtime now? I asked, mindful of the diluting of profitability. "That's certainly increasing, and true particularly of the American firms, but they seem to make up for it in the evening," smiled Brown. "We're open for drinks in the eve-nings until the last customer bids us farewell - and that's often 11."
■ Corney & Barrow Wine Mer-chants, 12 Helmet Row, London EC2 071-251-4051. Bars and restaurants at Lloyd's, Broadgate, Cannon Street, Old Broad Street, Moorgate and Lon-don Wall (for kwaoke).

Another reason for calling at Gidleigh is to take advantage of Henderson's knowledge of, and passion for, food and wine. An hotelier since 1977 and before that a man-agement consultant with McKinsey, he has, it seems, gastronomic spies everywhere and no sooner had we enquired abont where to have lunch the following day than he had booked us a table at Pophams in Winkleigh (0837-83767). Winkleigh is a small village and

Pophams acts as its corner shop, coffee bar, cafe and, in true village tradition, repository of all the local gossip. It is tiny. Two sets of two chairs along the side walls and a small table which can seat six at a pinch in the middle. This small eaterie is open from 9am-3pm, Monday to Saturday. Behind a small, immaculately clean,kitchen stove Melvyn cooks, while Dennis serves.

Almost everything is made on the premises and the quality and quantity are fantastic. Delicious thick carrot sonp, a well mada meat loaf with chuiney and salad. meat loaf with chuiney and salad, the very finest sticky toffee pudding with yet more clotted cream. That morning they had made a steak and kidney pudding which no-one had ordered until I arrived. When I did they placed the whole pudding, enough for six, in front of me and told me to help myself.

I took their card, partly to order their Devon clotted cream by post.

their Devon clotted cream by post, partly to remind myself that five of us could eat so well and so copi-

Cookery

# All at sea to keep my Jack Tar jolly

HAVE NEVER quite under stood why sailors cannot speak as the rest of us do, saying left when they mean left and right when they mean right. My husband once said he would explain it and took ma on a sailing holiday in

order to do so. The Caribbean would have been nice but we went to the Norfolk Broads. The calendar said April but it was January weather. The wind hlew, which is something sailors favour, apparently, and chill rain fell more or less non-stop, which was not so nice, as my captain

On deck the boom was a major hazard and between ropes and sheets I was mightily confused. I found it hard to sleep below. Our twin beds, draped in sheets not ropes, were as narrow as coffins, unkissably far apart at the pillow ends and just touching at their

ends and just touching at their tspering feet. Surrounded hy the soup-slurping sound of water, I felt as though I was being buried at sea. The only thing that kapt magoing was busying myself in the kitchen, though jolly Jack Tarobjected to ma calling it that. He was right. It was far too basic to promit much in the way of cooking. permit much in the way of cooking.
Only the simplest things were possible so I dayoted myself to hrewing up hot water bottles, soup and toasted sandwiches.

Oh, how soothing they were, what homely manna those savoury bacon butties and mugs of comfortingly thick soup. I reckon the warmth and solace of them saved my life — and probably our mar-

WHITE ONION, POTATO & WATERCRESS SOUP WITH BACON TOASTIES

Creamy pala and delicately oniony the complete opposite of French onion soup, this is good enough – almost – to tempt me back on to a

In refined circles it might be thought preferable to omit the bulg-ing bacon toasties and to garnish the soup instead with croutons of fried hread and snippets of crisply-fried bacon. That would be missing the point of the dish. The toastie are intrinsic to the recipe, which is intended not as a dinner party pre-face but to sustain hungry sailors and landlubbers alike for Saturday

lunch or Sunday supper.

To make enough to fill six bowls generously chop % Ib onlons very finely. (In a proper kitchen I whizz them in a food processor.)

Put them into a soup pan with 2 to 3 oz of melted butter and 1 lb of good floury potatoes cut into dice. Stir them around.

Season generously with salt and pepper and add a houquet of parsley and bay with several good sprigs of thome or better still sergolet. Pour on 2 pt of creamy milk and bring to cook with the lid askew over a

gentle flame, stirring occasionally, until the vegetables are perfectly tender. Then pass the contents of the pan through a mouli-legumes (or whizz them in a food processor) to make a creamily smooth puree. Strip the leaves from 1 large or 2 small bunches of watercress and chop them. Stir into the soup. Reheat gently and check seasoning. Reheat gently and check seasoning. For the toasties, which should be prepared while reheating the soup,

grill or fry about 1% dozen rashers of streaky bacon until the fat is frazzled and crisp, and toast 6 x 1 inch thick doorsteps of bread. Cut the crust off one end of each slab of toast and make a slit in the

crumh revealed by the removal of the crust. Insert a knife and move it around to make a pitta-like pocket. Post a trio of rashers and a spoonful of the melted hacon fat into each pocket, and serve while the toasties

WITH PRUNES

Here is another comforting dish in which potatoes play an important role, this time in the guise of roofing, a thick thatch of them keeping

the meat sealed in the pot.

Dishes like this used to be assem bled on market day morning, placed in a very slow oven and left to hub-hle bubble quietly all day while the cook was ont. This version is speeded np with an initial blast of high heat but the end result is the property of the property of the cook was ont. same: sliced potatoes soaked in gravy and meat so tender that it falls clean from the bone.

Choose a casserole or hotpot dish large enough to take 4 thick chump

large enough to take a thick champy
chops in a single layer. Butter it
and put 1 large or 2 smallish finely
chopped onions into it.
Add salt, pepper, a handful of
chopped parsley, some thyma and a
couple of bay leaves. Mix well. Trim most of the fat from the chops. Dust with flour, lay them on the onions and tuck 8 prunes

Cover with 1½ > 1b or so of scrubbed and sliced potatoes, say Golden Wonder, Desiree or Romano, aeasoning with salt and pepper

between lavers. Carefully pour on about 1% pt cold stock mixed with s couple of



teaspoonfuls of vinegar - the liquid

teaspoonfuls of vinegar — the liquid should not cover the potatoes. Dot with flakes of butter or dribble with the melited lamb fat. Cover and cook for 30 minutes at 200 C (400 K) gas mark 6, then for 1½ hours at 160 C (325 K) gas mark 3. Finally, remove the lid and let the hotrot cook for a further 30 minhotpot cook for a further 30 min-

ANGLESEY-EGGS
The soothing marriage of potatoes and the onion family features once more here, but as this dish comes from Wales it is leeks that are used. Just the recipe for a belated celebra-tion of St David's day

To serve 3 to 4, clean and slice 6 large leeks, and peel 1 lb of floury potatoes. Maris Piper is not high on flavour but it will do quite well for this dish. Boil the two vegetables in

separate pans.
Drain the cooked leeks and whize them in a food processor with 2 oz butter. Crush the cooked potatoes with a potato masher. Season them generously and beat in the buttery green puree of leeks. Make a smooth sauce with 1 oz

butter, I tablespoon flour and ½ pt creamy milk. Let it simmer for 10 minutes then season well with salt, pepper, nutmeg and 2 oz Cheddar.

P. mar

Spoon the vegetable puree into a ring in a baking dish. Pile 6 hard-boiled and quartered eggs into the centre and pour the sauce over them. Grate I oz or so of Cheddar over the top and bake at 200 C (400 F) gas mark 6 until bubbling hot.

■ Whenever I mention seakale that delicious old-fashioned vegetable, I am inundated by letters asking where to buy it. This year, for the first time, selected branches of Waltrose are selling it. Addicts should make the most of it while they can the season is expected to end at

Philippa Davenport

## The best of the west samic vinegar sauce was delicious.

try it is possible to recommend until four years ago were dairy more places that cost £100 for two than £30, and it would be wise to remember some of the better pubs when travelling into and around the West Country. On the Somerset/Devon border there is the Royal Oak at Withypool (064-383506), in Knowstone (039-84231) and at Dod-discombleigh tha wine-hesotted Nobody Inn (0647-52394) among

many others.

These all offer reasonably priced rooms, from £25 to £50 a night, a selection of excellent beers, good pub and restaurant food and a slice of history – the Masons Arms dates back to the 13th century, the Nobody Inn to the 16th. There are also extras. At the Royal Oak they can arrange all kinds of vigorous country pursuits; at the Nobody Inn there is a 700-bin wine list and a choice of 220 whiskies to Iuli you into doing very little.

Devon also has a number of country between the land during your

try house hotels and during my stay two in particular impressed: Whitechapel Manor at South Mol-ton, North Devon (07695-3377, fax 07695-3797) and to the south, Gidencouraged the revival of good British cooking. The second, on the wine side, is the presence of Bill Baker from Reid Wines, who has apparently appropriated many of the hetter hotel and restaurant leigh Psrk (0647-432367, fax 0647-432574) in Chagford. Whitechapel Manor helongs to John and Patricia Shapland who

farmers; they still maintain that the hotel business, and in particu-lar its unpredictability, is a harder task-mistress than a herd of 60 cattie. They fell in love with the former Elizabethan manor house and have converted it with simple good boasts a Jacohean carved oak screen and sloping bedroom floors. They had been open for no more

Nicholas Lander dines well in Devon and Cornwall

than two weeks when their chef walked ont and good fortune walked in. Their young "sous-chef" Thierry Lepertre-Granet took over and has gone from strength to strength, producing short innovative menus that are so tempting that choice becomes difficult.

First courses included santeed turbot coated with spices and a Jerusalem artichoke puree or a veg-etable boullon flavoured with saffron and served with dover sols and vermicelli; among the main courses noisettes of venison with a hal-

Desserts were as good including a traditional French apple tart with caramel lee-cream while the breakfast was the best of the stay. Rooms range from £90 to £165, dinner is £34.50 for four courses. At Gidleigh Park prices range

from £200 per night which includes the room, dinner, hreakfast, service and VAT. The natural beauty of the setting now that all the major renovations, especially the water gar-den, are complete is striking. As I sat on a balcony in the late afternoon only the large plate of Devon clotted cream that came with the scones stopped me from thinking I

was in the foothills of the Alps.
Furthermore, while the wina list is extraordinary and Shaun Hill's cooking stimulating, what is unique abont eating here is to be able to enjoy the combination of the two — a fact sadly beyond the comprehension of the Michelin inspectors. A half bottle of the rare Clos St Hune Riesling 1976 came alive with our two first courses. sauteed scallops with lentils and coriander and a fillet of sea bass with Chinese spices. Paul Hender-son's policy of encouraging guests to trada up his wine list through a deliberate pricing policy should be copled more widely.

ously in this country for £35.

## As in so many parts of the counspirit of

HAD not come in search of the boly grail of Scotch whisky. It had not even occurred to me that such a thing existed. But I now realise that I found it when I went to Leith, the port of Edin-

went to beth, the pot of Edili-burgh, the other day.

It's all a question of purity. The connoisseur of whisky knows that when you ask the barman unspecifi-cally for a Scotch you get blended whisky: a mass-produced drink made in big industrial distilleries out of learnered grain (usually out of lermented grain (usually maize) married with dashes of doz-ens of malt whiskies. These malt whiskies come from those 109 pic-turesque rural distilleries dotted all over Scotland and are made from

malted barley.

These days the cognoscenti tend to bypass blended whisky and head for the single malt whisky itself the unique, unblended product of the individual malt distillery auch as Glenmorangie or Glenfarclas and many others. Whereas blended whisky needs to mature for a brief three years, a single malt must lie in its cask for at least ten. You might think that a bottle of

malt whisky is as close as one can get to the real thing. But it is not. Malt whisky when it comes off the still is around 110° proof or 60 per cent alcohol. To make it more palatable it is diluted with water at the bottling plant after it has matured, to give it an alcohol content of a little over 40 per cent. The epicure does not object to

dilution in principle; it's just that the dilution process involves put-ting the whisky through chill filtration (taking it down to a tempera-ture of 4 degrees Celsius) to avoid it becoming slightly cloudy when water is added. But chill filtration can, some contend, after the character of the whisky. They still want to get at the real thing.

That can be found in Leith at the

Scotch Malt Whisky Society, housed in The Vaults, a 17th century build-

James Buxton meets the man who wants real whisky

ing that also contains the Vintners Room restaurant. The Society huys casks of whisky from individual distilleries, cutting out tha filtering and dilution processes. It bottles the whisky and sells it to its 12,000 members, mostly hy mail order. The members will nose or six the memhers will nosa or sip the whisky at its full strength and then add water. But thet is different from

industrial dilution.
The Scotch Malt Whisky Society is a cross hetween CAMRA, the Campaign for Real Ale, and the Wine Society. It was founded nearly a decade ago hy Pip Hills, a wiry, faintly angry Edinburgh man who was entranced by the strong, dark whisky he used to be given hy an

ered it came from straight from the cask at a distillery over the hills in

Rathar like CAMRA, Hills saw the search for real whisky as strip-ping off the layer of kitsch and homogeneity that has been created over the years for hlended whisky. He says that even now only about half Scotland's malt distilleries mar-test a single malt and contends that ket a single malt, and contends that many only began producing them in response to consumer demand rather than on their own initiative. For a time Hills met incompre-

hension and aven resistance from distilleries when he tried to purchase single casks of their maturing maits, afraid that he might create a market outside their control. They were perplexed that, knowing every cask has its own particular taste, he insisted on selecting individual casks. The whisky maker creates his malt whisky hy mixing the contents of several casks to achieve

Now however the Society has a reasonably happy modus vivendi with the distilleries. Some 90 of the 109 malt distilleries supply it with casks, held in hond until it is time for bottling, carried out by invergordon Distillers in Leith. The main prohlem, Hills says, is getting enough whisky to satisfy growing demand.

the latest catalogue:
"One of the great Speysides; the distillery founded hy George and J.G. Smith; bearer of the definite article." The whisky connoisseur will be able to identify it from one Like the Wine Society the Scotch Malt Whisky Society offers its whiskies under a uniform label design. of several guides to distilleries. The lescription continues: "like Miss



Brodie, complex, difficult and rewarding. Not for novices, Mem-bers please be responsible; don't buy just because you can afford it, but only if you are reasonably experienced."

Not all whiskies are so demanding and most prices are between \$20 and £30, as the society is deliber-

ately run on a low profit basis. Jimmy Allen, who presides over the Society's attractive rooms at The Vaults, done up like a good club, says that 12 years is usually the best age for a whisky: "after that it may improve, it may deteriorate." Lest you should be tempted to

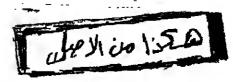
drink a cask strength malt whisky

neat he warns: "If it shudders on the way down you're not going to enjoy it." It should take you 25 min-utes to drink a glass of malt

I sipped gingerly and inexpertly at the holy grail of whisky, feebly aware that idiotically I had come by aware that idiotically I had come by car and knowing from dismal observation of my peers that FT people are nowadays snpposed only to drink Perrier (or Highland Spring in Scotland). But members of the society can take part in its many tastings in diffarent cities of Britain, including London, or visit the Vaults Itself, and maybe toss a bon mot into the next catalogue.

The Scotch Malt Whisky Society. The Vaults, 87 Giles Street, Leith, Edinburgh EH6 682. Tel 031-534-3452. Membership costs an initial \$40 including an introductory bottle of whisky. Annual subscrip-

bottle of whisky. Annual subscription is £7.50.



Toile de Jouy, a favourite with Napoleon, is back in vogue, writes Lucia van der Post Revolutionary designs reborn

N FURNISHING, as in fashion, there are moods and Liberte. Fraternité, Egaland swings. One year stripes are hotly desired; the next those who bought them are irrevocably stuck with them while everybody else is free to look elsewhere for their decorative effects. So it is with Toile de Jouy. In the 50s and 60s it was, like the Regency stripe, "termi-nally overdone" as one decoraof independence. tive expert put it, but its innate charms have ensured that it could not stay out of fashion forever. The past few

interest in these beantiful designs and anybody interested in them will now find that there is plenty to choose from. Toiles de Jouy in the strictest sense are simply cotton fabrics from Jouy, near Versailles. hut the name came to he attached to cotton or linen printed on fine pear wood and later on copper plates that gave to the designs the excep-tional subtlety and clarity of

years has seen a revival of

It is nearly 150 years since fabrics were last printed in Jouy hat the name lingers on, evoking images of soft madder pinks on cream, gentle, detailed floral mother prograduse. ral scenes. Though nowadays we associate Toile de Jouy with one colour printed on cream or white several of the original designs were in fact multi-coloured. multi-coloured.

These days Toile de Jouy has a rather high-flown profile, with overtones of Gallic chic, antiquity and aristocratic paironage hut it started life as a poor man's substitute for richer, more exotic fabrics. During the French Revolution they hecame hugely popular, having the sort of revolution-cred that was essential to sur-

There's a marvellous version in the Musée de Carnavallet in Paris, ablaze with revolution-

12.5

- 20

T. The

COLUMN TO A STATE OF THE PARTY OF THE PARTY

A CONTRACTOR

en i se li zin en i sono mili

na na nazari

. ಸ್ವಿಪ್ತ್ಯಾನ್ ಮದಲ್ಲಿ

GLAT AND

and Liberie, Fraternite, Egalité. Later Napoleon travelled with his campaign tent swathed in it and designs expanded from the pastoral scenes or floral motifs to embrace elassical motifs and historical events like balloon flights and the American War

Today there is a huge revival of interest in Toile de Jouy. Many of the versions on the market are screen-printed which, while still giving a good decorative fabric, is infinitely inferior to the copper-roller printed original. If you are ever able to look at the two different versions side by side you can immediately see the differ-

In copper roller printing the design is engraved on to the rollers (these designs used to take at least six months to do) and give an extraordinary depth and vitality to the design. As one expert put it "you can see the hlush on the cheek of the shepberdesses".

Sercen-printing notably lacks the depth and finesse hut, for a lower price, does offer something of the same decorative qualities.

Many famous decorators

Many famous decorators have used Toile de Jouy. John Fowler of Colefax & Fowler loved it and liked using it en mosse as in the bedroom in Hamhleden Manor (pictured top right), where he put it on the walls and on the bed as well as

hanging it as curtains.
The most authentic toiles are hy Burger of Paris, which still prints hy copper roller, and are distributed in the UK hy Per-cheron. There is a whole range of classic narrative scenes, ranging from naval scenes, as ranging from haval scenes, as in Fête Navale, to the splendidly revolutionary La Bastille and the gently pastoral Fragonard, all at about £34 a metre.

The Design Archives, which revives and slightly reworks



Jameson Design of 23 Elystan Street, London SW3 is working on some designs of its own and Colefax & Fowler already has a design well in train. Authentic antique Toiles de Jouy, either in the form of old,

some of the finest of the

used curtains or bedspreads. cushion covers or simply some odd pieces can be found at a small shop run by Christopher Moore, an ex-ballet dancer, called The Lacy Gallery, at 38 Ledbury Road, London W11.

There's now an English version of a beautifully illustrated and learned tome on the subject by a Frenchwoman, Josette Brédif, Classic Printed Textiles from France, 1760-1843, Toiles de Jouy, published by



A bedroom at Hambleden Manor by John Fowler of Colatax & Fowler fame, showing an effective, archetypal use of Tolle de Jouy massing it on bedcovers, on walls and at the window



Uaisons, a copper roller printed Toile de Jouy by The Design Archives from a 1760-1770 design. It has been adapted to suit modern repeats and et 137 cms is wider than the traditional 80 It comes in traditional green, blue, red or charcosl/chocolate

brown on cream and costs £30 a metre from good interior

# What's name?

ROOPY & BROWNS isn't the most beguiling of names for a company hut its four shops, in Edinhurgh, Bath, York and London, seem to have carved out a special niche in ravishing balldresses for the young and wedding-dresses for brides.

They are not cheap but they seem to bridge that yawning gap between designer names which cost the earth and chain-store numbers which don't have quite the individual-ity the Droopy & Browns customer seems to want.

Everything the shops do is designed by Angela Holmes and though she is best-known for the ballgowns and wedding-dresses there is also a range of daywear, including suits, hats and anything else the welldressed young woman might be looking for.

be looking for.

There are some 50 different designs in the hridal range, including the one photographed here, which can he made of Thai or wild silk, taffeta or duchesse satin. All are made to order so any design can be made more personal.
Called Butterfly because of its
overtones of Oriental wrapping
and swatching, it sells for
about £1,900, depending on fab-

Emma Hope shoes.

Droopy & Browns is at 37-39
Frederick Street, Edinburgh; 5
New Bond Street, Bath; 21 Stonegate, York; and 99 St Martin's Lane, London WC2.

David Rose and his costume jewellery repair service he seemed like manna from Heaven and clearly many readers thought likewise as they took their broken beads, their matters husted clasps, their malfunc-tioning bracelets to be mended in his workshop in Clerken-

well, London.

Anybody wondering where he has gone to and who will tend their much-loved, if inexpensive, pieces might like to know that he has moved to a new workshop in Ilford. Do not worry if Ilford isn't on your regular heat — David Rose runs an efficient mail order service and for £2.95 will return the mended pieces by registered post.

He supplies estimates in advance and will do his best to mend anything from a pair of cheap and cheerful ear-rings to your most precious pearls. His new address is PO Box 111, liford, Rssex, IGS OQY.

If you buy a Ciro dove brooch you do more than huy just another bauble - for pust another bauble — for every brooch you buy, £9.30, which represents the total profit, goes to Tom King's Gulf Trust, a fund established to aid our forces in the Gulf and their families. The war may be all but over, the forces soon com-ing home, but for some famiing home, but for some families life will never be the same. The dove is heavily plated in 18 carat gold, band-polished



Jewellery in a good cause: Ciro's dove brooch and tie tack

and finished in white enamel, set with Ciro imitation dia-monds and sells for a total of £25. Alternatively you could huy a tie tack, also hand-pol-ished and heavily plated in 18 carat gold, for £10, on which the total profit of £4.25 goes to the Gulf Trust. Or . . . you could always just send a cheque to the Gulf Trust, e/o the Ministry of Defence, Whitehall, London SW1 2HB.

The Alton Gallery at 72 Church Road, Barnes, London SW13 has always been one of my favourite sources of relatively inexpensive original works of art. It doesn't go in for the avant-garde but always has a good collection of 20th century British art of all sorts. For one day only, Saturday March 9, it is holding an auction at a nearby restaurant -Sonny's Restaurant at number 94 Church Road. Pictures are already on view, estimates range from £50 to £1,200 but most should sell for between £100 and £200. There are water-colours, oils, pastels, mixed

media as well as pencil draw, ings. The auction starts at 11.30 and goes on to 1.30.

■ Wastepaper hins do not loom large on the list of life's necessities but as most of us: need them it seems more. agreeable to huy ones that look good. However, this is easier, said than organised - baskets, always look attractive hut don't fit in with every room or; bouse. Cubbins & Co will paint or

decorate hins to order, whether you want something plain or geometric, a clever piece of trompe l'oeil or just a bin to match a special colour-scheme. I like hest the straight-edged painted or lacquered bins, but there is a nice one with a scalloped edge, silk-lined (but protected by special treatment). tected by special treatment) and painted. There is always, considerable stock of hins to buy. Prices start at £95. Write to Cubbins & Co., Rampisham, Manor, Dorchester, Dorset DT2 OPT. Tel: 0935-83060.

LvdP.

# A glimpse of the future in Chelsea

N THE world of interior design there seems a general consensus that the long reign of the shabby, gentle countrified look is over - except, of course, for those from whom the interior designers copied it in the first

Interior decorators and designers

alternatives.

place.
The owners of smart London

La Dame Du Lac, £28 e metre; copper roller printed by Lauer of

stributed in Britain by Percheron. Available from good

houses, small flats and apartments, Victorian villas and Edwardian semis seem to be feeling their way to a look that does not depend on ruched blinds, flowery chintz and frills hut wondering what, if anything, are the

Back in January I predicted

The Royal Oak

Audemars Piguet

AVAILABLE AT: ASPREY, GARRARD, DAVID MORRIS, MOUSSAIEFF THE WATCH GALLERY WATCHES OF SWITZERLAND LTD. JERSEY: C.T. MAINE.

that 90s living would be simpler, that there seemed a desire for strong, simple country furniture, for folk art, for fabrics like cottons and ginghams instead of sumptuous silks and satins. I also detect a turn towards the ethnic, with strong, almost primitive shapes and colours forming a steady influence in some collections.

Anybody longing to know what is happening in the thoughts of our leading interior designers and decorators might like to join in Chelsea Design Week on March 8-9 when 25 companies involved in interior design will be holding open house in their showrooms.

The companies vary from lighting experts such as John Cullen Lighting and
Christopher Wray to furniture
makers Soho Design, Simon
Horn, George Smith and
Kingcome Sofas and fabric manufacturers Pallu & Lake, Osborne & Little, Nohilis-Fontan and the newer Hodsoll McKenzie Cloths with its soft, subtle tones.

All the companies are

launching new season's ranges so it is a marvellous chance to see complete ranges in their proper settings. Colefax & Fowler has launched a collection of wallpapers taken from 19th century documents from the archives of the Musee des Arts Decoratifs in Paris. Though, in my view, age is no guarantee of quality and simply taking something from an archive doesn't ensure desirability, these papers are lovely - enormous care was taken to get the colours right so that the hrilliant deep blue of "Damas Galant", the soft slightly blurred design of "Petit Trefle", the rich yellow of "Damas Trianon" make for desirable papers. Not cheap - they range from about £20-£24 a roil - they can be

seen and bought at Colefax

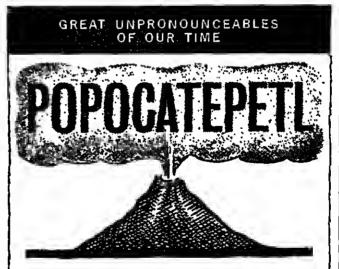
and Fowler, 39 Brook Street,

London W1.
"Green-ness", as Caroline
Clifton-Mogg points out in her
introduction to the official booklet for Chelsea Design Week, is beginning to reach interior design. This chiefly takes the form of commitments about the timbers used. Peter Leonard of Soho Design uses a cherry veneer combined with machined steel for his Cubist Collection. Simon Horn uses cherrywood for some of his classically-inspired French beds.

Chelsea Design Week is aimed primarily at the trade and, of course, involves only companies that could loosely be described as being in the Chelses area, though happily this does include many important operators. However, on March 8-9 the public are welcome - free. Go to the showroom of any of the participating companies full list and any other information can be elicited from Pelicans Public Relations, The Basement, 4 Charlwood Place, London SWIV 2 LU or hy ringing the Chelsea Design Week helpline on 071-233-5971. Minibuses circulate regularly so you can easily hitch a ride to the next showroom. It is a marvellous chance to cover a lot of ground and see a great

The World of Interiors is also sponsoring three lectures. On Tuesday, March 5 Imogen Taylor of Colefax & Fowler will talk about "Colefax & Fowler through the Decades". On March 6, Tricia Guild of Designers' Guild talks on "A Celehration of Colour" and on March 7 Nina Campbell talks about "A Decorative Life." Lectures are at the Chelsea Harbour Rooms, Chelsea Garden Market, Chelsea Harbour, London SW10 at 6.30 pm and cost £15 each or £40 for the three; tickets from Pelicans PR.

LvdP



(Pop-o-catter-pettal. Aztec. Popoca, to smoke, tepetl, a mountain) is easily the most unpronounceable volcano. It rises in the form of a cone to a height of 17,720 feet above the sea-level and is composed chiefly of porphyritic obsidian. Although no eruption has been recorded since 1540, it still smokes. This hot, volatile, Mexican geological peculiarity has no connection whatsoever with the smooth, subtle and infinitely dependable qualities of Bunnahabhain (Bu-na-ha-venn) 12 year old single malt Scotch whisky.

Bunnahabhain is distilled on the isle of Islay and the pleasures of drinking it are directly proportional to the difficulties of pronunciation.

Available at Oddbins, Harrods and Selfridges and selected branches of Victoria Wine, Peter Dominic Unwins and Augustus Barnett.

## Spend a quiet weekend



## in the centre of London

Combine rest and recreation at The Berkeley, a haven of luxury overlooking Hyde Park. A delightful range of weekend and seasonal stays is offered from £120 per person per night. and includes the option of booking theatre tickets,

where available, with our ticket desk. For further information call 071 235 6000.



BERKELEY

For excellence we strive we eldwide by The Jeading Hotels of the World

6 MARCH - 4 APRIL 1991 AUSTIN/DESMOND FINE ART Pied Bull Yard, 15A Bloomsbury Square O71-242 4443

Linda Wrigglesworth Chinese Costume and Textiles

B TH

est. E

on la

Goney Laphi strav ep ir M "We

Pons

f new everh Lirths Wh 189 f hain mana

eny, uine thei

ıgly

he L

ear he U taly. Th

eliv he i heir 'lly, West ( w eed (uar 3,00 Se

er i rop ear ent tefu

THE CO MANY OF MANY OF THE STATE OF THE STAT

34 Brook Street LondonWIY IYA

Tel: 071-408 0177

Attending The European Fine Art Fair

Maastricht, Holland. 9th-17th March

3rd-26th April, The Costume Accessory

19th century Chinese lady's robe

ANTIQUE TEXTILE ARTS

The Textura group of seven independent galleries are pleased to announce that five other leading firms will exhibit alongside them at the 1991 European Fine Art Fair at The Maastricht Exhibition & Congress Centre (MECC). All twelve galleries will be exhibiting at their individual stands in the special Textura section devoted to antique carpets and the textile arts.

Bausback, Mannheim Bernheimer, London Eskenazi, Milano Herrmann, München Kailash Gallery, Antwerpen Sailer, Salzburg The Textile Gallery, London

Battilossi, Torino Halevim, Mîlano Kinébanjan, Amsterdam Galerie Neiriz, Berlin Willborg, Stockholm

THE EUROPEAN **FINE ART FAIR** 



MAASTRICHT-THE NETHERLANDS 9-17 MARCH 1991

MON-FRI: 11.00-20.00 SAT-SUN: 11.00-18.00



THE FUROPEAN FINE ART FOUNDATION.

#### COLLECTING

# Maastricht makes the most of new blood

Susan Moore finds a subtle realignment and a confident outlook at this year's European Fine Art Fair

HIS YEAR'S Euro-pean Fine Art Fair at Maastricht, Holiand, say its organisers, is bigger and better than ever. More space, more stands, fresh faces — and half-price air tick-

ets from Sabena.
Of the 138 dealers from 10 countries exhibiting, 38 are making their debut. New blood may bring a new clientele to the fair, and a wider variety of works of art, but freshness in the case of dealers rather than their stock — is not nec-essarily preferable to the familiar. Four major London picture dealers have pulled out: Artemis, Colnaghi, Harari & Johns and Richard Green, as has New York Old Master dealer Richard L. Feigen. The projected BADA stand has also been cancelled. What we will find as a result

of this particular blood transfu-sion is a subtle realignment; a wider continental base - with many new exhibitors from Germany, and the strongest ever French presence – and an expanded Textura section.

Exhibitors appear to be con-

fident, expecting, as Johnny van Haeften, the fair co-chairman, put it: "husiness as usual". Their confidence is based on the continuing buoyancy of the market in Northern Europe, particularly in Ger-many and Holland, and to a lesser extent Belgium - the source of some 85 per cent of the fair's 25,000 or so visitors. Moreover, the Old Master mar-ket also appears to be thriving impressionist and modern art has never been a major part of the fair's business. That said, a handful of mod-

ern pictures are among the most interesting — and certainly the most costly — of the paintings on show this year. Los Angeles dealer Joseph M.P. Guttmann consigns a Modigli-ani portrait of Madame Madou

of 1917 with a price tag of \$7m. Amsterdam's Collectie Brs. Lock Brons offers one of Magritte's largest works, Le Sens des réalités, for \$5m, and London's Odette Gilhert Gallery, exhibiting for the first time, presents a Lucian Freud head in profile of 1981 for

Dutch and Flemish Old Masters, however, are the staple of Maastricht. It is a coals-to-Newcastle congregation that for eight days offers the best selec-tion in the world, with prices

New York Office, 42 East 76th Street New York NY 10021. U.S.A.

Phone: (212) 794.1012

£450,000.

PIETER HOOGENDIJK European Fine Art Fair 1991, Maastricht NL

PAIR OF BRONZE STATUETTES

't Berahige, Euronemayweg 91 3743 AG Baarn, The Netherlan

Phone: 31.2154.20459

atribated to Eliza de Wit called Condida

across the board.

Of particular note is a rich, recently rediscovered oil on copper wooded landscape by Jan Brueghel the Elder — "Velvet" Brueghel — which was acquired from a Brazilian collector by Newhouse Galleries Inc. of New York and Verner Amell of London.

It is an unusually large for a work on copper, 52cm by 72cm, is dated 1610, and bears the mark of the coppersmith Pieter Staes. Until recently, the landscape was known only through a less accomplished copy by Jan Brueghel the Younger. The price: \$3.8m. K.J. Müllenmeister of Solin-gen also claims a combination

oil on copper by "Velvet" Brueghel and Hendrik van Balen, an only slightly smaller Meeting of Jacob and Laban of around 1620 (and a much more modest DM 850,000). The firm also brings a sylvan oil on panel of the Garden of Eden, signed R. Savery and mono-grammed G.D.H. Hans Bol idealises the Antwerp landscape instead, in a 1591 tempera on parchment laid down on panel, signed in gold (Haboldt & Co). Still-lifes abound, tables groaning with shellfish, fruits

and flowers, silver pots, ceramics, glass, rumpled linen - in fact any surface texture or col-our that attests to the technical virtuosity of the painter. Jean-Max Tassel of Paris presents the impressive and fascinating Clearing the Banquet, perhaps the most Caravaggesque canvas by Sebastien

An honorary Flemish stilllife is a version of Chardin's

Still-life with a joint of Lamb, another Tassel offering. Signed and dated 1730, it is one of a group of modest kitchen still lifes that witness the artist's delight in contrasting hard, gleaming bronze with soft ter-racotta, brittle basketwork and the textures of nobbly vegetables and raw meat.

Munich works-of-art dealer Konrad Bernheimer describes Maastricht as "the most beautiful international fair on the Continent, and the best truly international fair in Europe." He, like Antwerp dealer Jan Dirven, a member of the Maas-tricht board, believes the market is "as strong as ever for

The Hop Fickers Oil on canvas 20 x 24 inches

me," he adds, "is that we are not seeing that many exceptional things on the market." As Dirven emphasises, bis market (medieval and renalssance works of art) has escaped the attention of recent speculators, and there have

been no sharp rises or falls.

Among his offerings is a fragment of a quartrite sarcophagus lid, Egyptian XXVIII century, and a carved ivory relief of the Madonna and Child by the Master of the Kremsminster Diptych. In a similar vein is Antwerp

dealer J. Zeberg's 15th century Nottingham alabaster of the Assumption of the Virgin, and "The only thing that worries century rock crystal reliquary.

Left: a recently rediscovered oil on copper landscape by Jan Brueghai the Elder. Verner Amell/ Below: Han dynasty pottery horse and rider, on show at the Vanderven & Vanderven stand

Konrad Bernheimer offers a Louis XV telescopic table by Pierre Denizot, said to have been given by Queen Anto-inette to her sister Marianne of Austria, a rare Tang horse -Vanderven & Vanderven sends an engaging Han pottery horse and rider — and a pair of large blue and white triple-gourd Kangxi vases.
Oriental art is the focus of

Spink's stand, itself incorporating a vast 19th century Indian stone arch. According to Ben Janssens, Maastricht has proved important for developing the firm's chent base in Germany and Italy. This year he brings an impressive Wanli black and gold lacquer cabinet. and groups of Himilayan art and Islamic jewellery. Linda Wrigglesworth, who specialises in Chinese costume and tex-tiles, is previewing an exhibi-tion of accessories worn by Qing courtiers.

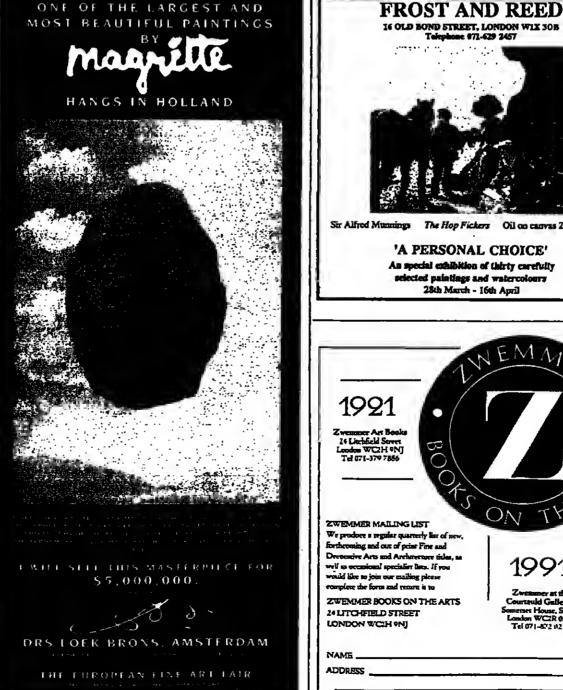
Textiles and carpets have been a distinctive feature of Maastricht since 1988, limitless and fairly inexpensive space making it an ideal venue for showing textiles. This year, the seven dealers of the Textura section have ceded to pressures from outside to expand, inviting five guest members as a prelude to taking new mem-bers on board. With Europe's most distinguished dealers exhibiting, Textura promises a spectacular visual feast.

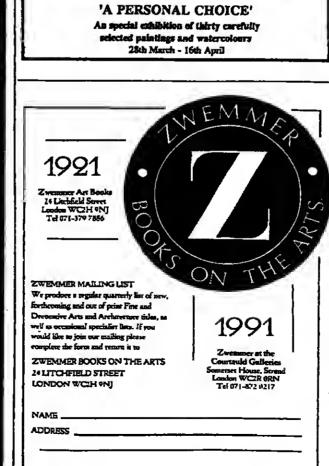
The Textile Gallery's exhibition fare is a fascinating selection of early Aymara tapestries from Bolivia and an important collection of Anatolian carpets of the 15th to 17th centuries. A. 16th century Brussels "Gothic" tapestry comes via Davide Hal-evim of Milan. Eberhart Herrmann of Munich will use a variety of rugs to illustrate his controversial theories of ani-mal symbolism. Persian tribal weavings are due from Galerie Neiriz of Berlin, and Scandinavian weavings from J.P. Will-borg of Stockholm.

177

■ The European Fine Art Fair, with its accompanying programme of concerts and lectures, is at the Maastricht Exhibition and Congress Cen- -tre March 9 to 17. Sabena : cent discount on all first and business class tickets from anywhere in the world to Brussels for fair visitors. The booking form is in the Maastricht leaflet, available from The European Fine Art Foundation. P.O. Box 1035, 5200 BA 's-Hertogenbosch, The Netherlands, Tel: (31-78)145165. A minibus service is offered between the airport and MECC. Next stop, the Salon de Mars in Paris, March 19-25.

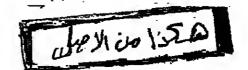












this bronze

will be among

200 clocks and watches made by

Breguet to be auctioned by Hapsburg of

carries a top estimate of

SFr250,000

Geneva on April 14. The clock

lia ni .(000,0013)

the auction is

Breguet was

1747 and is

impressive

collection of

Some sectors of

watch. Archduke

expected to top

Abraham-Louis

from the

# National art treasures without price

French museums need little cash to acquire art, says Nicholas Powell

THE GOLD crown made in 1855 for Napoieon III's first wife, Eugénie, encrusted with 2,480 diamonds and 56 iarge emeralds, is hlazing away behind very thick glass in a case in the Louvre. The crown. the only one ever worn hy a French sovereign which has survived intact, is one of 136 survived intact, is one of 136 items, ranging from medieval ivory carvings to Renaissance pharmaceutical pots and Sevres porcelain vases acquired by the Louvre's department of objets d'art over the past five years which were recently shown off together in a basement under the Pyramid

ir

cifers a table by a to have cen Anto larianne of g horse - Tren sends there is a table good from the control of the country horse triple good

he focus d'

Historie de 

His

ed to messes
expend ton
members as a
mix new men
With Europe
ished design

Management of the control of the con

Ministry Grant

No. Via Donaire

No. Chemical

No. Chemica

A CONTRACT

E STATE OF THE PARTY OF THE PAR

The Course

MATTER SERVICES

AASTRICH

a basement under the Pyramid.
Just across the Seine, meanwhile, the Musée d'Orsay is
holding an exhibition of over
200 19th century works of art
chosen from among the several
thousand it has managed to thousand it has managed to acquire since 1983. Both shows illustrate what

two museums have been able to do in the face of stiff competition in a robust art market a question raised recently and somewhat painfully when the departure from Britain of Conthe meagreness of the 213m hudget for acquiring art shared annually hy all of Britain's museums and galleries.

France'a curatora are not much richer than their British colleagues. Between 1985 and 1989, those in the 34 state-run Mnsees Nationanx, which include the Louvre and Orsay, spent FF761m (£46m) on acquiring art. The thousand or so other museums in the land,

meanwhile, had a meagre annual hudget in 1989 of FFr7m, with occasional additional heip from Ministry of Culture funds.

Barely 40 per cent of the FFr461m came from the state - gifts, ticket money and revenue from commercial activities made up the rest. "Dations", art works donated in lieu of death duty under a law of 1968, accounted for a further FFr16m worth of art, in fiscal, not art market terms. A special room named Salle Rothschild opened in the Louvre in December to house furniture and porcelain recently settled on the Louvre as part of a Dation by Baron Edmond de Rothschild.

Some 30 per cent of recent acquisitions have been gifts. Empress Eugénie's crown was among FR725m worth of works given in 1988 by Cuban-born American money manager, Roberto Polo, who embarrassingly had to fiee France shortly afterwards when an internet afterwards when an interna-tional arrest warrant citing \$110m charges of embezziement arrived from New York with his name on it. The Lou-vre nevertheless included Roberto Polo sportingly on the list of donors which hung on dis-play in their exhibition and included several of Paris's lead-ing dealers. Bernard Steinitz and his wife gave ten 16th cen-tury Limoges plaques depicting the Passion of Christ and which complement other acqui-sitions in that field. Maurice



boudoir furniture of 1819 made of gilt bronze and plaques of crystal. The Dochess of Windsor acquired a little posthumous artistic respectability with the two 18th century French snuff

boxes she bequesthed.
In addition to their zeal and
their connections, French curators enjoy an arsenal of legal measurea enabling them to make sometimes spectacular interventions in the art mar-

ket. They have been unusually active recently in auction houses. As part of a drive to houses. As part of a drive to refurnish the apartments at Versailles they pre-empted the sale of eight chairs made by Georges Jacoh for Marie Antoinette at Sotheby's in Monaco for FFr1.66m. A fortnight previously, a large donation enabled them to pre-empt Delacroix's broody and mystic Madeleine of 1843 for FFr10m.

There are willer and more

straightforward purchase: there have been cases of pre-emption at Customs when museums have failed to pre-empt at auction and the threat empt at auction and the threat to knock down prices by pre-venting an object from leaving the country has been used to wrest concessions from auc-tioneers and sellers. A year ago Culture Minister Jack Lang only promised an exit visa to Picasso's Nocer de Pierrette of

1905, which went on to sell for Queen Christine FFr300m, after the owner bought the artist's rare blue of Spain bought travelling clock period Celestine and donated it to the Musée Picasso in Paris. celebrated Paris based company Breguet In 1831 for FFr6,000. It In her exhibition catalogue

meanwhile, Musée d'Orsay director Françoise Cachin notes that her museum has spent less in seven years on acquiring art than a Japanese insurance company in seven aeconds at an auction sale. That is partly explained by the fact that few of the items enriching Orsay's wide ranging collections, apart from a hlowsy Renoir portrait and some Galle glassware are suit-able to excite Japanese lust and because Cachin and her curators are quite as canny as

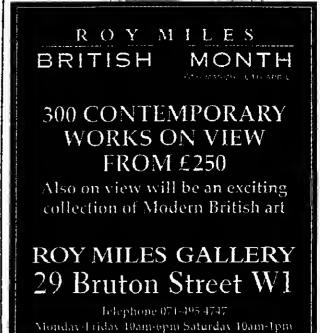
their colleagues at the Louvre. The Orsay exhibition includes works from the mid-19th century until the First World War covering all important aspects of art during that period. It includes Serusier's Le Talisman of 1888, acquired thanks to donations, seven pastels and watercolours hy Degas, only two of which were bought, and nine early Nebi works by Bonnard, only one of them a purchase.

them a purchase.

Possibly the most famous acquisition is Monet's La Pie of 1868 which has been hung temporarily opposite another snowscene, Charles Francois Dauhigny's melancholy La Neige of 1873. Kodak gave over 1,000 photographs and Odilon Redon's decorative genius is represented by a series of magrepresented by a series of mag-nificent panels painted for the Chatean de Domecy in 1901. There is furniture by, among others, Hector Guimard, Adolf Loos, Otto Wagner and a desk and table by Charles Rennie Mackintosh.

controversial procedures than Mackintosh.

Cachin raises another question capable of raising backles in Britain in her preface – entrance fees. "I would like to thank the 10m or so visitors who have come to Orsay since it opened in December, 1986. Do people realise sufficiently that the acquisition budget of that the acquisition budget of our museums depends enormously on entrance fees -that is to say, them?" ahe





# A connoisseur's joyful gift

THE CURATORS of Brussels are smiling. Not only has a famous Belgian art councisseur left a collection which includes Chagall, Picasao, Miró, Klee and Hockney to the Musées Royaux dea Beaux-Arte bett the painter's politics. Their passion was for supporting young artists and their highest term of abuse, "naphthaline" (mothballs), was reserved for things old-fashioned.

Dali, because they did not like right accent, "hareng-saur" sounds like "art Ensor"). During the depression, he extended the range by huying at the bankruptcy sales of unlucky galleries — the four Chagalls which hung in the antrance which hung in the accent, "hareng-saur" sounds like "art Ensor"). During the depression, he extended the range by huying at the painter's politics. Their passion was for supporting young artists and their highest term of abuse, "naphthaline" (mothballs), was reserved for things old-fashioned. Arts, but the museums have inherited her house and its lav-ish contents as well, to be sold - along with any paintings they cannot find room for - to set up a fund for acquiring.

works by living artists.

This is the story of old money and new pictures. They do not make collectors like Benedict and Alla Goldschmidt

Dicky was a financier whose grandfather founded the Ban-que Degroof and whose father Robert was a fashionable inventor in the early years of this century. Popular with the Belgian kings, his successes included a type of hovercraft and the first Belgian airship. He also collected contemporary Belgian paintings and commis-sioned the young Leon Spil-liaert to paint his flying machine in Dirigeable dans son honour in 1910

bankruptcy sales of unlucky galleries – the four Chagalis which hung in the antrance hall of the Goldschmidt home in the Avenue du Congo came this way. One of the museum's greatest trophies, an austere de Chirico, "La Mélancholie d'une

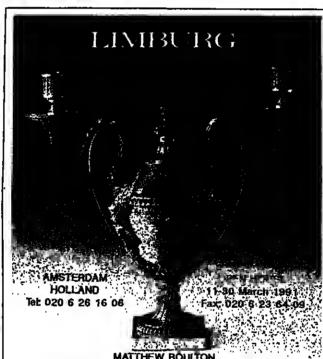
Belle Journée", also dates from this time — Dicky paid Paul Eluard BFr1,000 for it. Eluard BFr1,000 for it.

When Dicky and Alla married in 1949, theirs was a golden life of parties, vernissinges, receptions for the young artists they loved. Then, days after Dicky's 50th hirthday party on Christmas Eve 1955, it was clied through by transchied Benedict and Alla Goldschmidt any more: art lovers who bought what they liked, hated talk of value — Dicky, as he was always called, used to say that if he wanted to impress people he would pin a cheque on his wall — and never speculated. In their lifetime — he died in 1972, Alla in 1989 — they sold just one picture: a sioned the young Leon Spilliaert to paint his flying liaert to paint his flying artists they loved. Then, days after Dicky's 50th hirthday party on Christmas Eve 1955, it was sliced through by tragedy when Alla's son Gny died in an accident. (The event is marked painting of two skulls competing for a sour herring (with the

the Goldschmidts became even more hooked on youth, on find-

The Goldschmidt bequest was exhibited in the Brussels Museum of Modern Art earlier this winter in a show whose exuberance lay in the sense of discovery of what was new in art by two generations of Gold-schmidts: from Henri Evenpoel's 1896 portrait Le Chimiste of Robert, the intellectual in his laboratory, to his Belgian successor, Gaston Betrand, a close friend of the Gold-schmidts who painted hril-liantly ironic Voriotions ground a Portrait of Dicky and Alla in the '50s. It was a spien-did mixed bag, not a dud in the show and something to suit all taster feedingting as few such tastes; fascinating as few such collections are because it let you so intimately into the lives of the collectors.

Jackie Wullschlager



# MATTHEW BOULTON

# BERKELEY SQUARE GALLERY

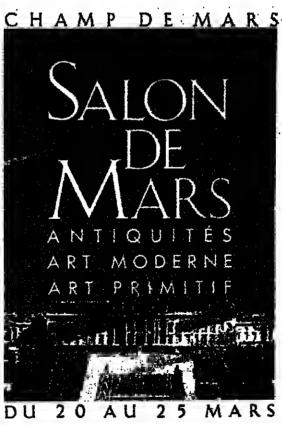
RICHARD GREEN **Exhibition of Fine Old Master Paintings** 



Signed with monogram. Panel: 10 34 x 14 inches.

Fully illustrated catalogue available £20 including postage

44 Dover Street, London WIX 4JQ Telephone: 071-493 3939. Fax: 071-629 2609 New York: 518-583 2060



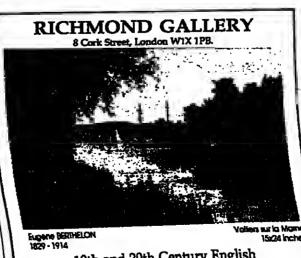
**BEAT THE RECESSION! GERMAN EXPRESSIONISTS** 

20TH CENTURY WORKS OF ART SELL FOR TOP PRICES IN GERMANY

Closing date for consignments 20 March Date of next sale 28 May 1991

For more information contact

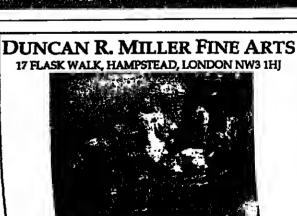
Amiraplatz 3 - 8000 Munich 2 - Germany Fax: (089) 2283350 Tel: (089) 221865



19th and 20th Century English and Continental Paintings Monday to Friday 10 a.m. - 6 p.m., Saturday 10 a.m. - 1 p.m. 071-437 9422 Fax: 071-734 7018 A MEMBER OF THE ASPREY GROUP

Signed , inscribed, dated 1905 DORELIA 1878 Augustus John 1961 **IOHN MITCHELL & SON** B, New Bond Street, London W1Y 9PE Tel: 071 493 7567 Fac: 071 493 5537





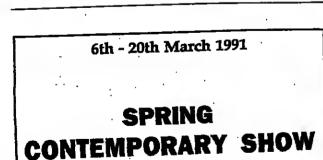
PCB CADELL THE PERSIAN TILE One of over 20 paintings to be featured in our Forthcoming Exhibitions

F.C.B. CADELL

We are always interested in buying works by Scottish Artists.

Our representative will be pleased to call by arrangement.

Please telephone 071-435 5462.



Richard Beckett Christopher de Lotbinière Liz Hough Julia Mumford Tarka Kings Pandora Mond John Long Julian Paltenghi

> BILL THOMSON ALBANY GALLERY

1 Bury Street, St James's, London SW1 Monday to Priday 10am - 5.30pm, Thursday 10am - 7pm Enquiries: Katharine Brandt 071-839 6119

# Cool look at a fiery philosopher

Anthony Curtis on one of the touchiest great men who ever lived

N 1766 Dr Johnson gave his opin-ion of his great French contemporary. "Rousseau, Sir, is a very bad man. I would sooner sign a sentence for his transportation than thet of any felon who has gone from the Old Bailey these many years. Yes, I should like to have him work in the plantations". But was Rousseau, Boswell persisted, as bad a man as Voltaire? "Why, Sir, it is difficult to settle the proportion of iniquity between them."

Bozzy confessed to being puzzled. "This violence seemed very strange to me, who had read many of Rousseau's animated writings with great pleasure, and even edification; had been much pleased with his society, and had just come from the Continent, where he was very generally admired."

A mixed response to Rousseau, recognising his genius but veering from intense loathing to equally intense admiration, continues. For more than 200 years he has remained a highly controversial thinker with whom anyone concerned about society has to come to terms. The period covered by Professor Maurice Cranston's new volume - part Maurice Cranston's new volume - part two of a three-volums life - is 1754 to 1762. Those were the years when, overcoming poor health, Rousseau wrote and published the major works that heve fuelled the controversy: Julie or the new Heloise, Emile, The Social Contract, and at the end of this book, Rousseau has just started to write a sories of seau has just started to write a series of letters addressed to Malesherbes, the director of Publications in Paris, that will form the nucleus of the Confes-

Cranston dealt with the period of Cranston dealt with the period of Rousseau's years of wandering in his first volume, Jean-Jacques: The Early Life and Work of Rousseau (published in 1983), where he traced the remarkable rise of this Swiss watchmaker's son. Rousseau managed to break away from his background and educate himself in a number of disciplines, most notably muslc. He invented a new method of musical notation, wrote a method of musical notation, wrote a successfully performed opera, made an early mark on the literary world by winning an essay competition. The rich woman who protected him at this time was a Swiss baroness, Mme de Warens who became for a while his mistress. He then had a brief career as a junior diplomat in Italy before going to Paris. In this volume Rousseau's years in Paris as a contributor of philosophical articles to the great Encyclopaedio edited by Diderot are drawing to e close. "I have absolutely detached myself from the party of the Philo-sophes", he tells Mme de Créqui. Rous-seau's combative nature leads him to attack publicly his former colleagues of the Enlightenment, especially Voltaire, of whom he succeeds in making an enemy for life. Meanwhile the rich pro-

OME HISTORIANS,

says Simon Winchester at the start of this ambi-tious end setisfying book, question whether the pri-macy of the Atlantic is truly

past, and wonder whether the

56 countries grouped around or within the Pacific ocean have

i bet they do. I have lived in

back and forth across it many

the "torch of world leadership"

from the nations of the Atlan-

Left to my own devices I

would happily go along with

HE UNITED Nations.

Shirley Hazzard says in a striking phrase in this "Counterblast Special", is a place where government

might go to church." This well-written and even literary pamphlet is about the failure

of this most curious of churches to translate its

secret agreement with the American Department of State

Responsibility for this is

prayers into good works.

tectrssses continue, one following another, duchesses and countesses from the court at Versailles, who sit at Rous-seau's feet, lap up his radical opinions, share his delight in the natural world, and await impatiently their personal

copies of his latest works.

Although he must have been one of the touchiest great man who ever lived, always ready to take offence where always ready to take offence where none was intended, Rousseau was also capable when he wished of exercising irresistible charm. Mme d'Epinay was the first to fall: much to the disgust of her current lover, Baron Grimm, another great friend who became transformed into an equally great enemy of Rousseau's. She gave Rousseau use of the aptly named Hermitage, an isolated farm-house near her château in the val-

THE NOBLE SAVAGE: JEAN-JACQUES ROUSSEAU 1745-1762

by Maurice Cranston Allen Lane|The Penguin Press £25, 399 pages

ley of Montmorency. Rousseau set up house there with his working-class mis-tress Thérèse Levasseur and her elderly

His treatment of Therese reveals the most notorious discrepancy between Rousseau's practice and his preaching. He had five children by her, all of which he sent at hirth to the foundwhich he sent at firth to the total-lings' hospital in Paris, Yet in Emile he inveighs with Dickenslan fervour against the professional wet-nurses who hound their charges in swaddling-clothes. Cranston sheds a chink of fresh light on Roussean's callous abandoning of his natural children (maliciously revealed to the world at large by Vol-taire). Roussean felt genuine if belated remorse and made an unsuccessful attempt to trace the whereabouts of the

eldest, a daughter. in addition to his voluminous published writings, Rousseau wrote thou-sands of letters on which Cranston has sands of letters on which Cranston has drawn to give an acute sense of Roussean's fleeting moods. His growing passion for Mme d'Epinay's sister-in-law, Sophie d'Houdetot, is something we can watch evolving by the hour. She was the model for Julie, heroine of *The New Héloise*. When this book was published in 1761 it "transformed Rousseau," Cranston tells us "from a celebrated

Cranston tells us, "from a celebrated author into the object of a cult."

Like all authors Roussean had problems with his publishers and here again lems with his publishers and here again there are daily, almost hourly, missives. His problems arose not only from his extreme fussiness about such details as the thickness of the paper and the stitching of the hinding, but also from the subversive nature of the contents of his books. They had to be licensed for publication by the royal watchdog. One way round this was to publish them in



Holland, Unfortunately Dutch publica-Holland. Unfortunately Dutch publica-tion did not prevent books from being pirated by rascally French publishers. Rousseau's loyalty to his Dutch pub-lisher Rey cost him dearly. Nor when Emile and The Social Contract came out did it prevent a warrant for his arrest in France. Not only were the authori-ties out to get him personally; he fell foul of an anti-Protestant backlash.

This volume represents an exemplary, cool treatment of e fiery, difficult subject. In undergoing years of inten-sive research on letters, journals and other private papers, many blographers become uncritically identified with their hero. Ackroyd speaks as Dickens, Holroyd takes over the prolixity of Shaw. But while always remaining sympathetic and fair-minded, Cranston is critical and aloof. He has an alert eye

both for significant trivia and for fundamentals, for processes of body and mind, passion and intellect. The history of Rousseau's lifelong problem with what doctors sometimes euphemisti-cally call "the waterworks" is discussed just as fully and lucidly as the evolution of his crucial notion in political thought, "the general will", its debt to and deviation from, kindred concepts

formulated by Hobbes and Locke.

The reader is left with the spectacle of this eminent man becoming a fugitive. Indeed it looks as if Dr Johnson's wish for a criminal conviction will be granted. It is only thanks to the intervention of influential friends and patrons that Roussean escapes on the final page to his native Switzerland. Let us hope it will not be too long before Cranston reveals how the story ends.

that, economically, the sun

was now rising in the West. So far, so fuzzy. However, what Simon Winchester does is

largely skirt the statistics and rhetoric and offer an affection-ate portrait of the area by con-

# Long live Pacific chic

Michael Thompson-Noel finds the globe upended

this dome, this half-globe, this hulging Eyehall of water arched over to Asia. Australia the Pacific and have jetted and white Antarctica...the staring unsleeping Eye of the

back and forth across it many times, stopping here and there — Auckland, Los Angeles, Honolulu, Seoul, Hong Kong, Manila, Port Moresby, Vanuatu, New Caledonia, what have you — to enjoy what George Bush would regard as commendable dollops of R&R. But I have always had trouble thinking of the Pacific as a place or an entity, let alone an earth..."
Winchester, however, has no doubts that the Pacific once merely hig, "is now endowed with very considerable power which seems likely to grow and grow." The Pscific era, he reckons, will reach its full flower in two or three decades' place or an entity, let alone an area readying itself to take what Winchester calls, cutely, time, though how long its supremacy lasts "cannot even

be guessed."

At the outset, the author explains that he knows very little of economics and that he shies from statistics. Yet there is ons event, he says, which

Robinson Jeffers, who saw the brought the Pacific's surge the Pacific, not the Atlantic. alive for him and which has pened, though it cannot be wholly proved, seven miles above the earth on a Friday night in May 1984.

Until that Friday night, slightly more than half the world's fleet of commercial

THE PACIFIC by Simon Winchester Hutchinson £19.99, 501 pages

jumbo jets actually up in the sky were known by the air traf-fic controllers to be flying across the Atlantic. But then something happened. Suddenly, more than half the world's big 'planes known to be in the air were recorded by the controllers as being above

centrating on the people, land-scapes, philosophies and Just four weeks later (Dub histories of the places tha lin, June 1984), Ronald Reagan together form Herman Melclaimed that the countries of the Pacific basin were "leading mankind into a new age of enterprise and progress." Snd-denly, Pacific chic was in. A US State Department seer talked of a shift in the centre of gravity of US foreign policy towards the Pacific basin and particularly towards Jepan. George Shultz said there was "a new reality in the world." Mikhail Gorbachev (Vladivos-tok, July 1986) talked of a "renaissance in world history"

ville's "tide-heating heart of the world." There are some excellent maps, an adequate index and a generous five-page bibliogra-phy. Above all there is the energy and skill of a talented journalist flitting hither and thither and then hovering, like a honey-bird, at this or that location until he has sucked out the nectar. (Winchester says he has visited virtually every country and island group in the Pacific but that, try as he might, the four islands of the Pitcairn group still einde taking place along the Pacific rim. Deer old Gary Hart claimed that the Pacific had

The Pacific is the best sort of travel book - just the thing for your next world cruise.

# It's tough at the top

David Pryce-Jones on past UN Secretary-Generals

some of them were victimised. The loyalty of the staff to the organisation was irretrievably undermined. Heavy weather is made of

serious to the various secretary-Generals who have held the UN and its development in their inadequete hands. She is particularly incensed to recall how the first of them the this. Trygve Lie is cast as a willing accomplice of McCarthyite persecutions. The Cold War context of that time is not properly acknowledged, and nowhere is there an how the first of them, the Norwegian Trygve Lie, had a account of the ingenuity and persistence with which the Soviet Union has always placed its agents into positions to screen UN personnel as of influence throughout all the security risks. As a result, branches of the UN. The of influence throughout all the

COUNTENANCE OF TRUTH by Shirley Hazzard Chatto & Windus £5.99, 178 pages

accusation that the United accusation that the United States has steadily and purposefully destroyed the Secretariat's impartiality and arrested its moral development, overlooks far too conveniently the structural and political difficulties in an assembly of this size and diversity. UN activities cannot

IMPORTANT ANNOUNCEMENT FOR BUSINESS BOOK READERS AND ADVERTISERS

> THE FT REVIEW OF BUSINESS BOOKS

FRIDAY 8TH MARCH

ORDER YOUR COPY NOW!

FOR FULL DETAILS PLEASE TELEPHONE WAI-FUNG CHEUNG ON 071-407 5758 hslp reflecting a msss of conflicting interests.

Attacking the character of successive Secretary-Generals.

hecome the 20th century's

"fountain of youth", and the governor of California thought

Hazzard is on firmer ground.

Dag Hammerskjold and U
Thant were indeed peculiar and inscrutable choices for the post - the point is made that anyone of genuine capacity can hardly be spared from his

native country.

Of all who have held this position, though, the weirdest and most damaging has been Kurt Waldheim. As an officer in Hitler's army, he was active in highly suspect circumstances against partisans in the Soviet Union, in Greece and in Yugoslavia partisans in the Soviet Union, in Greece and in Yugoslavia (where he was on a short-list of the thirty most wanted Nazl war criminals). C. M. Woodhouse hes shown how Waldheim had been aware—to put it no higher—of the murder of British soldiers from the Special Rost Section. the Special Boat Section captured in uniform on active service. About all his wartime

postings and duties, Waldheim has lied and prevaricated.

The image of the man, Hazzard writes sarcastically, is best caught in the remarkable set of decoretions that he sports, for these include Hitlerite medals from the Russian and Balkan fronts, and severat given by Leonid

The circumstences of his appointment in 1972 to the UN have not yet been elucidated. It is known that the alternative candidate, the Finnish and Jewish Roman Jakobeen, was not acceptable to the Soviet Union, for fear that he might counteract their sponsorship of the Arabs against Israel. Collusion seems to have occurred between the two super-powers to promote weldheim as a compromise candidate. There was e hold on him; he would do what he was told under threat of disclosure of his past. Sure enough, in office he specialised politically in taking the line of least resistance, appearing the stronger party. appeasing the stronger party and fawning on tyrants great and small. Under Waldheim, the UN lost much of its claim to have moral influence. He also failed to stand up for his staff, and they became

demoralised.
Justified contempt for this Secretary-General is one thing, condemnation and dismissal of the UN another. dismissal of the UN another. Blurring this distinction, Hazzard scatters her shot, and that is a pity. The UN remains what its members make of it, and right now they are not in church but working to secure international law and order in the Gulf. To tar the whole organisation with the Waldheim brush is crude. insupropriate is crude, insppropriate, and as it turns out, anachronistic.

# Trains of thought

A.L. Rowse muses on the cultural, literary and historic consequences of the great railways

HOUGH HARDLY qualifying as a rail-way buff. I can tell a masterpiece when I see one, and this book strikes me as being as masterly as it is enjoyable. Professor Jack Simmons is our prime authority on Railway History. Two previous books are more technical and descriptive. In this book, he places our railways in full context, and we see how much they gave its character to the Victorian age, indeed, it is hardly possible to imagine the country without them.

Here everything significant is dealt with, and it makes a fascinating story. Something to be proud of too, for in railway construction the Victorians led the world, huilding railways oversees as well. London also built the first underground railway anywhere in the world. It was all done by private enterprise, differently from most countries, where govern-

ments led the way. Here we have chapters on tracks, engines and engineers, the raising of capital, finance, entrepreneurs; the carrying of mails, relations with the Post Office; newspapers, bookstalls, stations. Then there are cultural consequences. Not onite tural consequences. Not quite as much vandalism as might have been expected, though a few historic castles, churches and prehistoric sites were sac-rificed, and an swful mess cre-ated around Southwark Cathedral, on Ludgate Rill and in the approach to Shrewshury. On the other hand, the famous walls of York were very indi-ciously pierced; and wa were given those splendid stations et Newcastle and Huddersfield, architectural monuments of

The main lines of the British railway system were driven through at high speed with all the energy, conviction and power of the early Victorians; some £200m. was invested in the early trunk lines alone. It was a ruthless affair. But the cultural tracks are no less was a ruthless affair. But the cultural tracks are no less remarkable. Look at literature. Dickens gives prime expression to the new phenomenon — he was also quite seriously involved in a railway accident. Trollope comes not far behind,

THE VICTORIAN RAILWAY by Jack Simmons Thames & Hudson £28, 416 pages

RAILWAYS: AN ANTHOLOGY compiled by Jack Simmons Collins £16, 259 pages

and Hardy emerges as the most railway-minded of the poets. I miss Macanlay's chortling trihute to the new speed -Why, e man may breakfast in London and dine at York!"; he was gratified to see his History displayed un the bookstalls. Matthew Arnold was more sur-prised to find his poetical works there. Would we today? How serious-minded, how ear-nest, Victorians were! The Duke of Wellington evoided company by having his coach placed on a flat truck and travelied in that, but when he needed to respond to a call of nature, the most famous man

remember how in my sariy days Cornwall was saved by the railways. With the appailing decline of tin and copper mining and the emigration of a quarter of the population abroad, the railways enabled

abroad, the railways enabled us to capture the markets in early vegetables and flowers, and to develop tourism: the Cornish Riviera.

Popular excursions became a new feature – the Great Exhibition of 1851, for instance, owed much of its spectacular success to the railway excursions that were laid on. The Professor shows imagination in sions that were laid on. The Professor shows imagination in diagnosing social consequences such as the increase in popular mobility, the Ilhsration of women, the spread of reading, the trend towards democracy. He is right to remind us of the enormous debt the country owes to the railways in the two great wars of our time. Beyond all oraise, Unpayable,

great wars of our time. Beyond all praise. Unpayable.

The illustrations here are a joy, especially the great bridges under construction. We may regard the Professor's Anthology as a book of another kind of illustration — 320 passages from the literature, prose and verse. These are above all informative and of fascinating interest. I could have done with a few more light-hearted pieces. I love Charles Greville's with a few more light-hearted pieces. I love Charles Greville's trepidation on his first experience of the speed — "then a sense of security supervenes, and the velocity is delightful". At Cambridge, the Vice-Charcellor repelled the proposal to run a railway into the sacred precipits: "winging foreigners." needed to respond to a call of nature, the most famous man in England could not evoid being followed by a crowd.

The competitive spirit was given full play in that age. I run a railway into the sacred precincts, "winging foreigners and other undestrable characters in. This proposal is as displeasing to Almighty God as it is to the Vice-Chancellor of the University of Cambridge."



Lithograph by George Hawkins (1849): Building the Britannia bridge across the Menai Strail

Fiction

# Tales of this century

IKE CITIZEN Kane, who dies murmuring a word (the suggestive "Rosebud") with no significance anyone can see, the dying heroine of Asyo refers to a mystical experience she had when she was five, which no one by then can iden-tify. This weird memory of crossing e frozen river and seeing a huge skating figure gives the book its most eloquent, poetic moments: perhaps because it is the only thing unexplained after all other mysteries are solved and loose

ends tied.
Michal Ignatieff's first novel, though not of course his first book, is something of a thriller in the late le Carré sense. It is also thrilling in that it keeps the reader guessing, on edge, wanting to know more; and is much more knowledgeahle about its background of East/ West, Red/White, Left/Right

than most such tales, as there is an autobiographical element in its family history.

The turnabouts of the past year, the circular as opposed to the confrontational nature of 20th century politics, mean that nothing in enmity and that nothing in enmity and alliance is now clear-cut. That people can betray and lie to their intimates for a lifetime we know from trus stories: every faction has had tts Philbys. When Niki, son of White Russlans, seys: "Who in Europe is going to do something about Bolshevism? Adolf Hitler," one may still be shocked; but when Niki's half brother says: "Niki wanted to come home, so he went back with the German army. His come home, so he went back with the German army. His father wanted to come home, so he crossed back into the Soviet Union with help from the Gestapo. What's the difference? Or have you forgotten about the Hitler-Stalin Pact?" one broods and wonders. Perhans human rights are the haps human rights are the only touchstone: who tortures,

for whatever reason.

Asya clearly bewitches her creator and that is the book's weakness: he is not detached enough to see her as often tiresome, not really up to her role of irresistible charmer, beloved by everyone, even in old age. She is "fine boned and delicate

by Michael Ignatieff Charlo & Windus £13.99, 309 pages

THE INVISIBLE WORM by Jennifer Johnston Sinclair-Stevenson £12.95, 182 pages

SUCH A LONG **JOURNEY** by Rohinton Mistry Faber & Faber £13.99, 339 pages

of feature" with "long, finely turned limbs, black curiy hair, pale white skin and lustrous black eyelashes and moss-grey eyes". With all this she enchants on sight, and long-term as well; and in her world of intrigue, she is an innocent. Despite some incredi-ble coincidences, the plot works. In any case our century (on the stroke of which, mid-night 1900, Asya was born) is strange enough for the dramas of history to outdo those of fic-

Jennifer Johnston has written superbly about what in The Invisible Worm she calls an endangered species, the Irish Protestants in the Republic. Once in the ascendancy, now at the tail end of their history, hedraggled and unconsidered in the thrusting new European Ireland. Leura's houss, crammed with inherited pieces, has come down through the family women for three genera-tions; sha and her mother both tions; sha and her mother both married Catholic politicians. Childless, unsociable and locally considered odd, she is uncovering a summer house huried under hrambles in which, it is clear, something happened long ago. "The most dreadful..." she then tried to tell her mother. "You know. That thing. I don't know the name for it. He did that thing to me." Her handsome, beloved father, after months of alarming approaches, has raped her. ing approaches, has raped hering approaches, has raped hering approaches, has raped hering approaches, the last taboo, is now perhaps the only sexual shocker and much used in recent fiction. All is explained - Laura's withdrawal from almost everything. A potential

lover is sent packing, a new way of life rejected. The two aspects of her life — Irish poli-tics and lifestyle in which someone like her has no place, and sexual manoenvres in which her father and the hus-band he chose for her have both exploited her - are fused with unobtrusive symbolism.

Short, almost a novella, this is finely written but marred at the beginning by confusing experimental techniques which lose the story momentum because for too long one doesn't know who's who or what's up. But successfully experimental and wholly original is the dialogue, meandering, interrupting, self-centred, choppy; and since much of the tale is told in conversation, its realism is brilliantly effective.

realism is brilliantly effective. Such a Long Journey, set in Bombay, is a first novel and full of promise; its accent is Indian, lilting, foreign. Gustad is a Parsi bank clerk whose life is narrow and by western standards poor. Sohrab, his elder son, is rebellious, Roshan, his much loved small daughter, falls III his best friend at weak falls ill, his best friend at work dies, and his greatest friend of all, Jimmy, suddenly vanishes. It is Jimmy who draws him into the wider world of politics, prison and government racke-prison and government racke-teering; in which he remains kindly, a little tetchy, untouched by guile or malice, a lovable middle-aged hero without any barries presenwithout any heroic preten-sions. Liks him, the book's atmosphere is thoroughly like-able, gently humorous, recall-ing, a little, the early Naipaul.

Isabel Quigly

**AUTHORS** 

Publisher requires manuscripts for U.K. & U.S.A. If you feel your book

WITTE TO: OMEGA PUBLISHING Dept. F.T., Oriel House, Oriel Street, Liverpool LS 6011

deserves publication

OF LAMB

micring disk in the micring disk in the pot.

I and left to have the to have the micring place of them keeping to be assembled to be assembled

e hone

the or horse de the 4 thick cities in the cities in the

to it an handle of one thyme and the fat from the loans, lay then to tack a process of the fat for the

15 th or 10 g estre or Rosse salt and page

with a court

Market States

C LIFET

e ( ) in the second

a trent

Acres : Company

45 5 - 13 ur a onlination

p-1:12 2 2

Print 2 1137

10 Year Victoria

Bed was to to

Party was a family

Electric School taut in the in-

are one and

ner Chie fin in place fin in place fin in similar in it is a constant fin in the chief fin

mus the cress
of bales and the
array outliness

meraling school

Martin Martin Sandara

The Control of the Co

2pa Davenper

e ele it shudder yeller not shud wild inke tri san k a glass of me

special shades of being special shades of being special shades of special special shades of special sp

es:

4RCH 3 1991

MAIN memory of our holiday in Donegal last summer is the weather. When I say weather I mean rain, and when I say rain I mean everything from interminable rain i mean everything from interminable drizzle to spectacular storms. We were in Donegal for the last 13 days of August and it rained for 12% of them. I suppose one should expect it in the extreme north-west of Ireland, as far north and west as one can go without falling into the sea, but I had not quite taken in the effect that that sort of weather would have on a that sort of weather would have on a

holiday.
In Larne we disembarked from the Stranraer-Larne ferry: this is not a vessel to use if you can find an alternative, but we wanted to take our car with us so the smelly but reasonably efficient car ferry, full of fruit machines, was our only antion.

It was raining when we reached Larne. It rained gently and steadily all along the northern coast road across Ulster, ending up on the beautiful, bare, wild shores of up on the beautiful, bare, wild shores of Lough Swilly, a deep ocean inlet. The lough is narrow, no more than about two miles at its widest point, but we only saw the other side clearly on two occasions during a week's stay because it was always shrouded in mist and rain.

The main amusements on offer are inclined and fishing though we did see a

The main amusements on offer are walking and fishing, though we did see a couple of cyclists bent over their hikes under huge plastic covers shaped like fents, drenched and obviously insane. It is a place for walking. The landscape is a wilderness of moors and mountains broken by small, reedy loughs on which, theoretically, one needs a licence to fish. But the Irish attitude to poaching and unlicensed fishing has long been on the side of the man with the rod against the landlord or warden.

or warden.

My hushand, overcome hy his own Englishness, went to buy a Rathmelton. It took us a long trail of enquiries to discover where licences were sold and, once village opinion, united in its ignorance, had opted for the post office as the most likely place, it took half-an-hour to find the post office, which was hidden behind a row of ruined warehouses beside the river. The proprietors gave my bushand a licence with an air of bewildered fascination. Obeying the law is always suspicious in Ireland.

air of bewildered fascination. Obeying the law is always suspicious in Ireland.

Many of the local people we met were old, like the couple running the post office. The whole of Donegal has an air of belonging to the past. Most buildings are empty reminders of a time when they paid their way, or even flourished. The countryside is sprinkled with abandoned cottages clustered in dead settlements. Farmhouses decay while the farmers cut peat, look for decay while the farmers cut peat, look for their sheep, which are free-range to the point of hedge-leaping lunacy, and walk their cows along the roads to the milking

The boys who help with the cows leave when they are old enough to go to Belfast, Dublin, London or elsewhere. The second of our two hostesses had three of her six children in America, "married and well set up there, thank the Lord."

Manor houses are usually for sale, empty and cerie in huge, overgrown estates. Small towns such as Letterkenny

estates. Small towns such as Letterkenny and Ballyshannon still have some quite handsome 19th century buildings while



# A walk in the Donegal rain

Teresa McLean enjoys a visit to wild Ireland where clouds drift in and time drifts by

Donegal, the small county town, has a castle and central square geared towards

Across the county border in Sligo, the Across the county border in Sigo, the county town is higger. It was having a festival weekend when we were there and was in a boisterous mood, full of people, including plenty of young people and a good scattering of roadside entrepreneurs selling hand-made jewellery and bits of folk art folk art.
It had a vigorous and lively air. There

were so many Irish folk music concerts in the pubs that it was well nigh impossible to get a drink or a meal without pipes piping and fiddles fiddling and paople springing up like fungi to sing, smoke and recite poetry while the musicians drew

Lunch is never a good idea in Ireland, with or without a festival, and Donegal is no better than anywhere else. Food is for those who cannot get a drink and requests for food, even a sandwich, are treated as insults to the local supply of alcohol, which mainly consists of whisky and thick, dark, slow-pouring Guinness.

The only way to get a good meal is to stay, as we did, in an old rectory or grand old house which has been turned into a hotel and restaurant. We had heroic hreak-fasts, after which we walked all day, looking for wild flowers, birds and butterfiles inland, or avoiding jellyfish and looking for crabs and friendly seals along the miles of sandy, windswept beaches and the high, spectacular cliffs at the ocean's

edge.

The trick is to miss lunch and get back to where you are staying late, in time to dry out by the fire before dinner. Ours were delicious, though vegetahles are a rare, expensive luxury. Three times we had dinner out, in new restaurants. Our hostesses told us about them and were happy to baby-sit while we went out, pro-vided we told them every detail of what it was like the next morning at breakfast. We ate well and the restaurants were

Local fish are few and far between in Donegal, where the fresh sea fish are sent

straight to markets in the big towns. As far as local buyers are concerned, wild salmon are almost a thing of the past.

Salmon farming is big husiness and provokes strong feelings among neighbour-hood fishermen, whose hauls from sea loughs like Lough Swilly are a small fraction of what they were before the coming of the farms. If a few salmon or sea trout do manage to find their way up the rivers, poschors fall upon them to sell or take poachers fall upon them to sell or take bome, tokens of the plentiful past which was still alive and well only a few years

Any Donegal native will tell you at length about the pros and cons of salmon farming, about present-day problems and old-time problems, the traditions ha learnt from his fathers and is losing now. Everything is in tha hands of destiny. Conversation on any subject, even something as mundane as where to find the shops, is shot through with the feeling that it is no use fighting against destiny. There is not much point doing anything except talking and having a drink.

No-one has a sense of time. If you want to catch a bus at 11 am, as did a friend on holiday with us, yon would be foolish to make your way towards the pick-up point until noon. The bus we wanted was 1½ hours late reaching Letterkenny and two hours late leaving it on its way to Belfast. It stopped at every hours and went up numerous waved at it to stop and went up numerous lanes to collect and deposit people at remote farmhouses, arriving at Belfast hours late. But the plane was an Irish plane and waited for the bus.

Don't go to Donegal if you like to get things arranged in advance, to lie on beaches, shop in colourful markets or eat romantic meals. Go if you like to talk for ages about nothing in particular walk.

ages about nothing in particular, walk along windswept shorelines and climb rocks for hours on end, day-dream, search for the remains of ancient Celtic shrines, churches and wells, bounce along narrow, rollercoaster roads behind herds of cows and smell the sweet, acrid smell of peat while you dry yourself by the fire after a wet day out in wonderfully fresh air.

**HOLIDAYS AND TRAVEL** 

## A Civilised Weekend Stratford, the nice way

AST YEAR I outlined the compo-nents of a Clvilised Weekend in Stratford-on-Avon and suggested that Stratford itself was short of genuinely hospitable places to stay at.

This was an over-churlish attitude brought on by a single bad experience, but many readers subsequently echoed my opinion that Stratford was vile, and some pointed to the virtual monopoly on hotel accommodation there exercised by Trust-house Forte. Another reader drew my attention to the clays on which Stratford is built: trees, be tells me, dislike the

Shakespearean sod.

Treeless, and trussed up by Trusthouse,
Stratford as a town seems irredeemable to many visitors, who are nevertheless drawn there by the Royal Shakespeare Company. I now offer a solution: avoid the

Company. I now offer a solution: avoid the town and base yourselves on the northern edge of the Cotswolds.

From somewhere like Chipping Campden it is only half-an-hour's drive to Stratford: the road in takes you straight by a large long-stay car park from which the RSC theatres are easily reached on foot. Campden will please those in search of the Elizabethan atmosphere, at least in terms of its wool-based architecture; it also offers some decent walking and is the head of the 95-mile Cotswold Way whose feet, so to speak, stand in Bath.

I tried a hotel between Campden and

the 35-mile Cotswold Way whose feet, so to speak, stand in Bath.

I tried a hotel between Campden and Shipston-on-Stour called Charingworth Manor. It sits on the last rises before flat Warwickshire begins and is pleasantly imposing. Bedroom space is limited — I was lodged in some converted pigsties, quite commodiously — and the atmosphere accordingly easy.

Despite the now-obligatory touches of "country-house" style, such as mock antique hunting prints, the feel of a house is still there. I go along with whoever it was who said that breakfast and tea are the only meals really worth having in British hotels (Somerset Maugham?). Thesa are meals that ought to be relished when one goes away, and the Charingworth's are no disappointment.

T. S. Eliot is romanced to have penned the first of his Four Quartets in the house. Burnt Norton, whence the poem takes its title, is a few miles to the north of Campdan: the story is quite plausible. Eliot came this way for quiet gardens and peace. Unlike him, you do not have to be on the run from an insane spouse in order to appreciate the winter jasmine at Charingworth or the sanctified calm of St.

to appreciate the winter jasmine at Char-ingworth or the sanctified calm of St. James's in Campden. It isn't cheap, but it puts you in just the right frame of mind to take some Shakespeare at Stratford.

■ Charingworth Manor, tel: 038-678555. There are various short-break tariffs, starting at £66 per person per day (dinner plus b&b) rising to £76 pppd from April I.

Nigel Spivey

# The future of skiing takes a bow

Arnold Wilson joins 2.9m novices on Japan's crowded pistes

stamped "Made In Japan."
It is 4am: I am skiing under huge arc lights and if this is the land of the rising sun. Iet it rise soon because I am freezing to death. My jaw would like to drop with smazement at the scenes around me but it is frozen. This is Naeba in the morthern Japan Alps, where the Japanese take skiing to its extremes.

Part dream, part nightmare, it has little to do with rustic villages, yodelling instructors or other traditional forms of the European Alps.

instructors or other traditional forms of gemutitichkeit found in the European Alps. The Japanese flock here from Tokyo by the train- and coach-load, sometimes not even bothering to book a room.

Many leave the capital after work, arrive at the vast (4,000-bed) Prince Hotel, said to be the biggest ski resort hotel in the world, at around midnight, take a nap on s bench in the locker room and are out skiing when the first lift opens at 4am. The other lifts start at 8am, along with the ubiquitous musak which blares out from almost every other pylon and from which there is no escape.

there is no escape.
The lifts do not close until 11pm. The Tokyo hordes can ski all day, climb back on their buses and trains and be back in their buses and trains and be back in the city that night, pausing only for a snack or meal in one of the hotel's 41 restaurants. One is open all night so that early skiers can breakfast before dawn.

At weekends the scene becomes absurd.

At weekends the scene becomes absurd. More than 40,000 skiers have been recorded on Takenoko Yama (Bamboo Shoot Mountain.) Last winter 29m people skied in Naeba. With so many skiers buzzing about at weekends, collisions are inevitable and the rescue services and clinics at full stretch. Things are not helped by the inexperience of many Japanese skiers. If the country has 12m of tham, a goodly number must he mear-beginners.

near-beginners. Even total novices are decked out like downhill superstars in the latest designer ski suits. Mercifully, at 4sm there are only a couple of hundred of us on the mountain, and soon it will be 199 because I am going back to my bed (about £88 per

night) after a few runs.

I have an appointment at 8am with Ichiro ("Call me Ichy") Ohnuma, who has taught at Sun Valley and Mammoth Mountain, California, and is just about the muly person here who speaks reasonable English. Together we steal a ride in the gondola before the mob is allowed up the incurtain. After a 24-hour hizzard there is a free of freely wounder everywhere

a foot of fresh powder everywhere.

While half of Tokyo queues for the lifts, is write nan or Tokyo queues for the ints, ichy and I have the place to ourselves for 120 minutes — except for Yoshiaki 20 minutes — except for Yoshiaki 20 minutes — except for Seihu group 130 minutes Neaha and 19 other resorts plus the limits Pales Hard chair (shout 30 hotels). entire Prince Hotel chain (about 30 hotels), a railway in Tokyo (roughly the equivalent of London's Circle Line), apan's champion baseball team (Seibu Lione), and a complete the control of the control Lions) and a couple of successful

My attempts to converse with Tsutsumi



Fast food, flash clothes on Naeba's slopes

are discouraged by Ichy. "He doesn't like foreigners," says Ichy witheringly.

Naeba, it has to be said, is not typical of Japanese skiing, although the trend is spreading. Many of Japan's 600 or so resorts are still homely and traditional, regularly on the northern Island of particularly on the northern Island of Hokkaido, where high tracts of uninhabited wilderness belie the notion that Japan is universally teeming with population. Even on Honshu island you can find the ultra-modern side-by-side with the traditional.

the traditional.

The resort of Gala Uzawa, for example, which opened only last December, is linked with the old-world resort of Ishiuchi, with its quaint old buildings that actually look Japanese. The European equivalent would be discovering that Aime La Plagne had managed to link itself with Megeve. Gala is owned almost entirely by Japan Railways East which plans to build more resorts in this mould, despite opposition from environmental agencies.

The idea is that you climb aboard your bullet train and emerge straight into a ski

bullet train and emerge straight into a ski resort at the other end. You simply get off the train and board an eight-parson gondola. Your lift pass (about £16) also enablas yon to buy lunch, drinks and souvenirs at the shopping arcade built into

HAVE skied the future, and it is the base-area without bothering with money. At the end of the day any money

you haven't spent is refunded.
In some Japanese resorts such as Iwatake, near Hakuba, the conventional lift pass has been replaced with an identification card that you simply put in your pocket and forget. As you approach the turnstile, an electronic device recognises your ID and lets you through. No more taking your glove off in a hlizzard to scrabble for your lift pass!

If only it were that easy in Tokyo. Switching from Ueno to Shinjuku stations on a busy Tokyo evening while carrying e huge hold-all, a boot-bag, a hrief-case and a heavy pair of Atomics is something of an ordeal. Japanese commuters come at you

in unswerving, unsmilling brigades, and skis do not divide them. It was a relief to get to Hokkaido. Apart from quieter ski resorts, the northern island boasts Japan's only Club Med village, at Sahoro resort. Would the Japanese identify, I wondered, with the ambience of organised joie de vivre that

the French pump out so expertly?

The Japanese love to be organised, and Club Med loves to organise. The result can verge on pantomime. The cluh is over-run with pretty, doll-like secretaries from Tokyo who pop there for a few days skiing and then pop back. As soon as they skiing and then pop back. As soon as they arrive they start privately practising the famous "crazy signs" routines that are the hallmark of the finales of Cluh Med cabaret evenings. To watch a ses of twirling, clapping Japanese perform this complicated routine with hands, knees, elhows and noses in almost total unison after no public rehearsal is fascinating. Sahoro is not the biggest of resorts, but the skiing is good basic stuff with steep cruising runs and three good mogul fields which are a joy in fresh powder. Unlike most Japanese resorts, Sahoro allows snow-hoards and a certain amount of off-piste. In the event of late or poor snow,

off-piste. In the event of late or poor snow, clients can ski tha nearly resorts of Tomamu and Furano, one of the biggest ski areas on Hokkaido.

Club Med's instructors are astonished at the expensive ski clothing their classes wear. "I saw a beginner the other day." said one incredulously, "who had a new Descente one-piece suit, some brand new Rossignol Virage skis with Marker M46 racing bindings and a pair of Rossignol Dynafit 3F boots. Yet he'd never stood on skis in his life."

My most endearing memory of Japanese skiing was garnered in Gala Yuzawa where I noticed that the girls in resplendent emerald green uniforms who operate the lifts even bow to departing cable cars. Not just a nod, but a deep bow that continues for some seconds after the car has disappeared. You don't get a lot of that in Meribel.

■ Arnold Wilson's visit to Japan was arranged by Club Med, 106-110 Brompton Road, London SW3 1JJ. Reservations: tel:

# **FLIGHTS**

airtour, europe-270 VIENNA 1725 C89 COPENHAGEN 2726 C89 OSLO 2728 C89 BERLIN 2735 299 MINSBRUCK 2745 C99 ROME 2745 E99 STOCKHOLM 2188 071-734 3737 Holidaymaker Group Plc

DISCOUNT FARES in lol Class, Club & Economy Class Also Concorde For the best guaranteed deals Pieuse contact the experts 071-439 2944 Fax 071-734 2242 Pan Express Travel

SPECIAL INTEREST

## TWICKERS The natural world

Wildlife Tour of Madagascar & Mauritius 10 Nov 1991 \$2699 accompanied throughout by Quentin Zoo, this 22 day tour visits a variety of habitets to see the unique animals, birds

Full details of this extraordinary trip are vallable on request. 22 Church Street. Futchenham, TW1 38/8/

081-892 8164 13 ABTA NO NO HO WORLDWIDE. Adventure & walking holiday from Britains established experts. 20 towns from 2290 to over 23000 Cotour bro churse from Evodus - 081-673 0859

NGYLL - CROWN Ourstanding view point 'S listed Steeps 10 Wonderful scenery, walts, wildlife, blies, boats - everything Ring: 031-663 1205.

PINMORE, SOUTH **AYRSHIRE** 

Comfortable, secluded/ cottage sleeps six. Fishing, river/stinchar. Golf, beaches, gardens, historic/houses, nearby.

Tel - Coltman 0522 694609.

See in Easter W. A. and Coffee at the New 4-star
GRAND HOTEL
3 Nights, Digner, Bod & Breakfast perperson, Double - £199

*UALITY* VILLAS

AIRBREAK TRAVEL

TRAVEL Africa/Far East/ USA/Aus. Special Deals.

£115\_

071-436 7394/061-832 0141

HOTELS

SCHEDULED FLIGHTS

SWITZERLAND £128 PLUS OTHER EUROPEAN DESTINATIONS AVAILABLE

LONGHAUL: AUSTRALIA AMERICA SINGAPORE

BANGKOK JOBURR NAIROBI COMPETITIVE FARES—CALL NOW 071-935 7287

**ACROSS** 

GREECE PORTUGAL

SPAIN FRANCE

LONDON ELEZABETH HOTEL Sino Control Landon Hond or

Park. Ideally situened for all transport. All nooms with Disser Dial phone, col. t.v., Lift to all floors, 24 be Room Service. tivate Car Park. Excellent Restaurant & Bar Lencaster Terrace, Hyde Park, codes W2 3PF Tel: 071-402 6641

Page 071 224 8900 Tise 23317 THE LUXURY MANOR OF GROVES HOTEL AND GOLF COURSE BOOK YOUR NEXT

SOCIETY/CORPORATE GOLF DAY ANY DAY (INCLUDING WEEKENDS) Close to London nee from M.11, M.25, A.10 Own 18 Hole Gelf Course WEEKEND BREAKS

MANOR OF OROVES HOTEL BCH WYCH, SAWDREGEWORTH, HERT Tel: 0279 600777 Fau: 0279 600374

SUBMER PLACE HOTEL Luxury family run hotel Pleasantly located in South Kensing-ton. Our personal service will ensure a pleasant stay. Tel: 071-584 7586, Fax: 071-523 9962

RESCOLL, House Hotel 200 single rms. C120 pw or E25 per day partial board. Good lood. Apply 172 New Kent Rd. London SE1 4YT 071 703 4175.

**YACHTING** 

MONACO GRAND PRIX 15-19 May 1991 suite cabine with berth for charter. Ample altdock for entertaining 30-40 people. Also evallable in Western med. from May to

> Apply for brothere and raise to: Jame Howard, Nocton Flee, Lincoln LN4 2AF

#### FRANCE

Single - £295, Childrens discounts available Call Sarah Brooks: 0372,467,462

Fax: 0372 470 032

We offer the faces collection of humry villas with private pools in the South of France — including Christian Dior's cheston. All we personally selected and inspected by us. La Premiera Quality Villas. **2** (0348) 837871/74

SCOTLAND

Comfortable Highland Lodge in North East Scotland Eng Scottand
Sleeps 12-16 with easy reach of riding, hill walking, mountain, biking,
sking, gliding, wikilife tours, lishing,
clay & game shooting, stalking & 25
god courses. Prices from £575.00 to
£520 p.w. Incl. beat, light, linea&
towels. Dogs welcome. 10% discount
for fortnightly let. For brochure.
Tel. £3398 £4896 Fax £3398 £6291.

LAKE DISTRICT

RATHER SPECIAL COTTAGES Set around the courtyard of an English Country House and restored by local craftsmen to the highest standards. Dur-my your holiday, relax by the stream in the walled garden or horrow our dingsty and sail on the lakes. Open all year Top Tourist Beard Awards 1996 & 1991

LONGLANDS AT CARTMEL
Cumbra LAII 6HG
Please tel: 05395-36475 for a brochure **VILLAS** 

COTE D'AZUR

villas - Cap Ferrat to Cannes: private pools, seaviews, peaceful grounds + staff. 071-409 3270/9423 502 625.

GREECE

EXOTIC



is for SOFT ADVENTURES to ALISTRALIA, CANADA, THAILAND, BURMA, ALASKA and the

THE TRAVEL TRADING CO. 0492 650225 TROFARTIL (TWYD 1122 8BW

## SKIING

MMEDIATE (LIMITED SPACE) + LATE SEASON AVAILABILITYI LATE SEASON AVAILABILITY
Flaime Chalet and Fint Letz,
I he Geneva - Great Sarow
2688; Pates
True inome-like accommodation in our
deluxe chalets also besutiful fast. Lixuetious to very affordable. Great locations,
amenities and service that will bring you
back again. No middleman, Book
Direct.

SKI ESPRII Catered chalets in France and Switzerland. "IN CHALET" creches run by British qualitied Namiles and new activity club for Ski School Children. (2052) 625175 (24 hrs) ASTA 53041 ATOL 2086.

CARIBBEAN

#### CARIBBEAN FRANCE

 Enticing island hideaways
 Handpicked character hotels
 French and Creole cuisine Calebrate 1991 in the French West Indies with award-winning



Tet: (0242) 580187 24hrs

CARIBBEAN CHRISTMAS Holidays to Antigua, Berbados, Saint Lucie etc. Now on sale all B.A. Flights. Tel The Caribbean Specialists: INTERLINE TRAVEL 0707 372886 ABTA 86302

#### **BROCHURE PANELS**

The Weekend F.T. is pleased to announce that the next **Brochure Panel** feature will appear

April 27th 1991. For more

details call Clare Peasnell 071-407 5755

Denise Morrice 071-407 5753

"B "Th

sea let dir

# Costly havens where recession nibbles

HE Channel Islands are an early product of global warming. Whether it was the use of ozone-unfriendly hairuse of ozone-unfriendly hairspray by druids in the darkages, or simply geological slippage combined with a series of abnormally high tides, it was not until the eighth century that Jersey, Guernsey, Alderney, and Sark stopped being patches of high ground oo the Normandy coast and started their careers as offshore islands.

When William, Duke of Normandy becama King of England, the Channel Islands gained a dual nationality. After William's successors' lost their continectal estates the islands were the only pieces of the Norman Duchy left to England.

Snocessive English sovereigns confirmed the special status of the Channel Islands with a series of charters and

Islands with a series of charters and rights. Among charters graciously endow-ing the islanders with rights over flotsam and jetsam, winkle harvesting and tha like, were recognitions of the custom and practice of domestic self-government, fis-cal autonomy and free trade with the UK. As late as the 1950s the French govern-

ment was still sniping at these cosy arrangements, claiming that the islands' territorial waters rightfully belonged to metropolitan France. That argument was thrown out by the International Court of

Justice at The Hague.
In tha 70s tha special status of the islands was recognised within the treaty marking UK entry into the EC. These one-

marking UK entry into the EC. These one-time patches of Norman high ground will enjoy the benefits of the single European market without having to adopt Commu-nity directives if they do not want to. In addition to this regulatory indepen-dence, the islands enjoy a 20 per cent income tax rates, no capital gains or inher-itance taxes and a pleasant climate. It is hardly surprising that the islands' housing markets have been shaped by restrictions markets have been shaped by restrictions

to prevent mass immigration.

Rather like the old Rolls-Royce adverts, if you need to know the price of accep-tance as one of the five new incoming tance as one of the five new incoming residents allowed each year on to Jersey, you probably cannot afford it. Jersey, the largest of the islands stretching over 45 square miles, has a full-time resident population of 82,000 and a zero-growth policy.

As Philip Gurdon of Bristol & West's Gothard & Trevor agency in St Hellier (0534-72617) explains: "Anyone who considers coming to live here has to approach the Economic Adviser and bare their

the Economic Adviser and bare their financial soul. Just how much wealth peo-ple have to be able to show is never made public. You never know how many who apply are turned down, but it is said on the grapevine that there isn't the the demand there was a few years back when UK tax rates were much higher."

Apart from the five super-rich new

of ownership in the pool of higher-priced properties that have been designated by the island as available for incomers. Tax exile is no protection against death and divorce, but Guernsey's rationing policy for incomers underpins property values at thet artificial end of the market.

As for the island's normal housing mar-ket, available to Jersey-born buyers or those who have lived on the island for more than 20 years, Gurdon confirms that Jersey homabuyers have been as hit hard

by high mortgage rates.
"The market le depressed," he says, "and it has been very quiet indeed since Christmas. Younger buyers are under tremendous pressure because homes at the lower end of our market cost around £100,000, and first time buyers find them-selves over-stretched. Existing owners are just holding back until interest rates fall." Although legislation is being drafted to create flying freeholds on flats, until now

all apartments have been sold on a share transfer basis. In an effort to meet the John Brennan looks at the housing market

in the Channel Islands

demand for lower-priced local market homes many amateur developers had been buying houses for conversion into flats in

recent years.
As Gurdon says: "That market did leap As Gurdon says: "That market did leap ahead but it is now absolutely dead. Single bedroom flats, even in quite poor conversions, were selling for £75,000 and two bedroom flats for £85,000. Now a lot of those are completed but unsold.

"Historically over here we have seen properties double in value every five years or so. Values haven't fallen particularly, but they haven't been rising and there is very little activity."

out they haven't been rising and there is very little activity."

Although only half the size, Guernsey has tended to apply a less obviously restrictive approach to incomers than Jersey. Nevertheless, the same open market and local market housing distinctions apply and, since December the island's right toward regulations are as a further right-to-work regulations act as a further bar to incomers trying to sidestep the laws preventing them from competing with resdents for local housing.

Everyone applying for a joh on the island, or changing joh, has to have a license showing that they are legally housed. No permit, no job.

Those born and bred on the island can buy as they wish, although "bred" in this context means spending at least 15 years on Guernsey. Incomers who huy open market housing can never win such rights tus as those of islanders. Children born to incomers and locals alike whose families move away inside that 15-year residency period may have to make up the years nn

Brian Merry of Cranfords in St Peter's Port (0481-24227) explains the price differential between local and open market homes. "At one time you could say that two identical semi-detached houses, ooe open market and one local, would be £100,000 apart in price. If the local house was £120,000, the open market ooe would be £220,000. Today there really isn't a norm. The land doesn't cost any more, the bricks do not cost any more for an opeo

market property but the price is very much what the market will stand. "About 10 per cent of the housing stock was originally designated as open market, but that percentage has fallen as more local market properties have been built and as the open market register has been closed. As a result there is now more presented that the control of the control o sure on open market homes and you could expect to pay £200,000 more for the same house run to around £20,000.

The credit squeeze has slowed housing market activity on Guernsey as elsewhere, and Marry says that in a market where the bottom marker on prices is around £90,000, buyers are just as cash-strapped as their

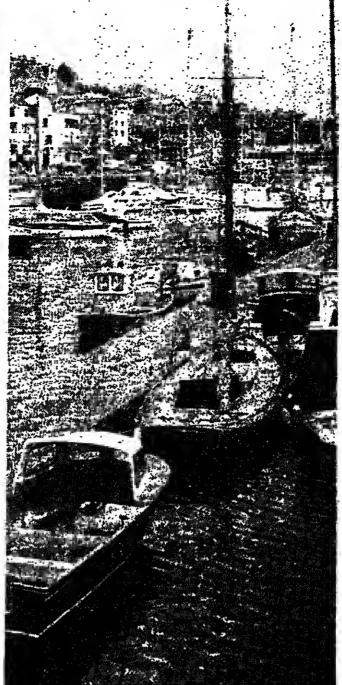
mainland counterparts. Existing owners are also reluctant to hark back to the top of the market a year or so ago. Subsidised housing loan finance helps a limited number of first-timers to enter the market each year, but there is a long waiting list for that.

As restricted supply keeps open market home values high, the sight of a quiet local housing market might tempt incom-

ers to try to dodge the island rules. In practice, the tightened employment laws would exclude such buyers from the jobs market and in any event, as Merry says, it is too small a community to try bending

the housing rules.
"Unlike the UK the completion of purchase of any property takes place in the Royal Court in front of the Bailiff, so buying is not a matter of a discreet transfer of deeds, it is a public transaction." Incomers could, of course, marry their

way into the local market. But Merry con-firms that the residency rules make mar-riages of residential convenience improbable. There are cases where people are granted compassionate leave to stay, but under the law you would lose your local market status if your partner died or if you divorced. You have to look after them."



A little piece of haven: S! Peter's Port on Guernsey

WILLIAM B. MAY COMPANY

# Balearics back in fashion

OLIDAY HOME fashions. For years Spain's Balaaric islands in the Mediterranean were a magnet for people in this market.

fliza attracted those with artistic leanings; Manorca those seeking a quiet hack-ground for family holidays. And Majorca attracted every-body else – but this, the larg-est of the three main islands. hacame a victim of its own popularity and package tourism ruled it out for many

would-be purchasers.
For some while the Balearics have dropped back on the buy-ers' chart. It could be time for another look, for they now offer a wide variety of prop-erty. But in Majorca home-buy-ers are advised to head for the north and to leave the Palma

region to the tour parties.

Here, on the eastern side of the Bay of Alcudia, is Betlem. a short drive from the old town of Arta. At Betlem The Creek is taking shape. This will be a village of 103 apartments on a four-acre site, built in blocks of two to four storeys with apart-ments of one to three bedrooms. It is all very colourful with covered terraces, balco-nies and awnings for hot sum-mer days. The aim is to make the place look as if it grew up naturally. There are two swimming

pools, one with a large inner whiripool bath. There is a harbourside residential club, floodlit tennis and bowls. Two golf courses are within a 20-minute drive. Some 40 apartments are under construction, with 11 sold. Prices range from £90,000 to £175,000, with a £1,200 annual service charge.

The davelopment is by

Farmer Internacional SA, represented in the UK hy the Kent-based Creek Partnership. Agents are Hamptons International (tel: 071-493-8222).

How are the developers find-ing tha market in Majorca? "It is slower than we want it to be; slower than we thought," says partner Trevor Nicholson, "But we are making sales – to English buyers, German, Swiss, a Veneznelan." It is those people offering proper-ties at £40,000 to £50,000 who are having real trouble, he said. Anything over £100,000 was "moving.

boy for the person who prefers an individual property. This is "The House of the Carob Tree," a 14th century manor house on the edge of the inland village of Binasalem. It was bought as a ruin six years ago by two English painters, who have restored it. It has a studio, music room, three reception. rooms and seven bedrooms, a barn and two derelict cottages. Offers around £485,000.

The British company Taylor Woodrow has been associated with Majorca for nearly 30 years. The company is now building 40 flats to extend its Vistabella scheme at Na Taconera. This overlooks the bay at Font de sa Cala on the north east coast. Prices from £63,000. Across in Menorca it is at work on Green Park Village, looking on to the fairways of Son Parc golf course and about

ten minutes' walk from beaches. Here it is hullding the first of 100 two and three bed-room flats selling from £83,000. The price includes two joining fees for the golf club and free membership for two years. Craylor Woodrow in the UK, bel:081-578-5757).

Then there is Ihiza. Domus Abroad (tel: 071-409-0571) acts as main agents for Grupo Glo-mond, which offers country vil-las and farmhouses in large plots on the eastern side. The properties are either converted or newly huilt. All are set among pines, almonds, fig and carob trees, alightly back from the coast but with sea views.

The firm belongs to German architect/builder Peter Gloger, who has been active in Ibiza for 20 years. He buys suitable plots as they become available and has built up a land bank. Often tha sites have an old farm property on them which he renovates.

A three bedroom, two bath-room villa, 15 minutes from Ihiza town, has views to the island of Fomentera. It has a living/dining room with fire-place, the loft is a bedroom and sitting room; thera is a kitchen, central hasting, garage and awimming pool. Price: £255,000.

But how is the property mar-ket in Ibiza? You guessed it: "Very quiet."

Audrey Powell

YGSTA

14.

A. 25. 50

#### INTERNATIONAL PROPERTY

#### COTE D'AZUR **EXCLUSIVE PROPERTIES**

MONACO ST MAXIME

Up to £5,850,000 £152,000 to £193,000

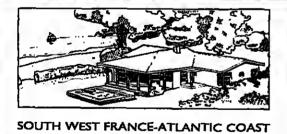
These luxurious and spacious apartments and houses are an exceptional investment opportunity for the discerning individual.

Up market properties are also available in St. Raphael/Valescure overlooking Golf course prices from £170,000 to £190,000.

These exclusive properties are available through the sole U.K. agent for Groupe Dumez - one of the leading French 'Residence Principal' and leisure home developers.



For further information, please contact the sole U.K. Agent, Mills & Co., The Annexe, The Eades, Upton-Upon-Severn, WR8 OQP Tel: 06846 3921/4588, Fax: 06846 4425



ATLANTIC TERRACE AN OCEANSIDE DEVELOPMENT OF LUXURY VILLAS

PRIVATE CLUB HOUSE . PUTTING GREEN 24 HOUR SECURITY . SWIMMING POOL SQUASH AND TENNIS COURTS PRICES from: £ 140.000



CROWNE CONTact CROWN RELOCATION INTERNATIONAL 24 Market Square, Princes Risborough. Bucks HP I7 OAN.

Tel.: 0844 274274

Tel.: 0844 274274 - Fax: 08444 7958 = The New Standard in Luxury =



For our information package on Living in Guernsey including details and photos of properties from £330,000 to £2,000,000 phone, fax or write to Swoffers, Ann's Place, St. Peter Port, Guernsey, C.L. Telephone: 0481 711766. Fax: 0481 714291.

## FENALU

## PROPERTIES IN PORTUGAL

Lisbon, 3 kms from sirport and Lisbon-Opono freeway access. Offices: 1.200 sq m. and warehouses: 9.300 sq m.

Lisbon, in historical district, exceptional villa, covered area 900 so m. Parking

- Algure, Curveiro in superb location, 8.500 sq m. size with approvals for 42 rooms spenthotel.

- Algarye, Almandt, tipical farm with 37,000 aq m. site, Covered

area 1.677 sq m. Riding-school. Swimming pool. Opono, central location, exceptional spartment with 390 sq m. living area, Parking.

LISBON OFFICE

OPORTO OFFICE

FARO OFFICE Tel: 351-2-69 54 80/68 Tel: 351-89-80 53 24/26 Fee: 351-2-600 02 58 Fee: 351-69-80 53 27

#### JUST RELEASED FOR SALE An Exclusive Luxury Development of **TESIDENCE PRINCIPAL' APARTMENTS**

**VAL THORENS** 

the 1992 Winter Olympics Resort at the head of Trois Vallees and with full Ski-in, Ski-out facilities.

This one-off development with the local municipalité is by Groupe Dumez - one of the leading developers of French Alpine Resort property - and represents genuinely

#### **OUTRAGEOUS** VALUE

Sizes from 40m2 to 80m2 \* Prices from £55,000 to £15,000 with the possibility of a guaranteed rental income scheme.

> For further information, please contact the sole U.K. Agent, Mills & Co., The Annexe, The Eades, Upton-Upon-Severn, WRS OQP Tel: 06846 3921/4588, Fax: 06846 4425

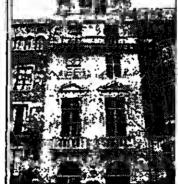


Wide range of homes and locations. Prices from £40k for 3 bed / 2 bath Detatched ind 1/4 plot. Double garage Air con Carpets and fitted kitchen. Mortgages & Excellent letting available. Enquines: 37 Headlands Kettering Northants NN 15 TES Tel: 0536 84343



NEW YORK CITY Co-op auction, Very extractive reserves. For preleminary details call Herris (U.S.A.) 212-877-1429 or OCI, (UK) 071-055-5278.

#### Truly one of New York's tinest nces, this 25' Limestone mansion is lavishly renovated and ideally located in the East 70's.



new mechanical systems. An

extraordinary price opportunity for the discerning buyer. Peggy Brim: Office (0101) 212-688-6700 Residence (0101) 212-289-6755

A NEW YORK MASTERPIECE

With 15,000 sq. ft. of elegant

and dining room with scuipted

ceilings are of double height. Eight

master bedrooms, multiple

555 Madison Avenue, New York, NY 10022 (212) 688-8700

#### SWITZERLAND Sale to foreigners authorized

Lake Geneva & Mountain resorts You can own a quality APARTMENT/CHALET in: MONTREUX, VILLARS, LES DIABLERETS, LEYSIN, GSTAAD VALOY, CRANS-MONTANA, VERBIER, etc. from SFr. 200'000.— Credit facilities.

REVAC S.A. 52, rue de Montbrillant - CH-1202 GENEVA Tel. 41.22/734 15 40 - Fex 734 12 20 Fax 734 12 20

#### ST. MARTIN, FRENCH WEST INDIES Unique opportunity, the most exclusive recidential extens in the Caribbean. 225" view 1 hectare hilltop land. This superbly designed 4-bedroom

idence with swimming pool and jacuzzi + servants' wing is situated close to Julianna's Int? Airport on the beautiful peninsula of Terre Basse (French side of St. Martin, but free port). DOMETER 1 r. Gaucher. 78100 St. Germain-en-Laye, France. Tel: (33-1) 30 61 54 54 Feat; 39 73 64 32

## Rustic Properties from \$20,000, ents with private balcony. Pool, lennis and boules i ds. From \$77,000. House on lakeside (needs ren CASA TRAVELLA. Specialists in property on Lake Como. Phone 0322 960398 Fax 0322 967208.

**ITALY LAKE COMO** 

ANDORRA BUY DIRECT FROM BUILDERS Andorra- the true tax haven in the Pyrenees

ull sales, management, and rental service CISA ANDORRAN PROPERTIES 12, Kings College Road, Ruislip, Middx HA4 8BH, Tel (0895) 621617

LCARVE - FRIME PROPERTIES overlooking the Adamilic Octoon. Colour brochure & Inspection Right. Details from: Dunas Dour-edes. 671-235 972-2

AZUR INTERNATIONAL Cannes & Area, Villas + Apts New + Resale, Coast & Country.

Just In: Cannes. Sea view, newly bulk apt; 3 bade, 2 baths 17th Century "Mas" Nr. Cannes. 5 bads, 3 baths, Pool FF4, 100,00 e. Tel: 010-33-02-08-01-02 on. Tel: 071-402 4532

NSEY - Cemp to live where the quality life still counts & residential entry in pic. Price range commencing E275.00. property pack from Martel Maddes & Petity Ltd. 50 High SL 7et: 0481-713 463 libt 0481-711 055

#### PRINCIPALITY OF MONAÇO

SPLENDID. **4 ROOM APARTMENT** 

275 SQM fully equipped modern kichen, 3 bedrooms, 2 bethrooms. shower room, quest tollet, in ittings, with cellar and 2 parking

For further details please contact the Exclusive Agent A.G.E.D.L

**ERI Reside** 7 et 9. Boulevard des Moul MC 98000 MONACO Tel. (33) 93.50.66.00 Fax (33) 93.50.19.42

#### CAP FERRAT. TO RENT

Waterfront villa with 3 airconditioned bedrooms and baths en suite, large reception room, staff quarters. Swimming pool and privat access to the vater's edge. Available july and August.

BEAULIEU IMMOGILIER Port de pinisance pasto BEAULIEU SUR MER Tel (33) 95 01 33 22 Fax 93 01 23 55

#### ORLANDO FLORIDA

The World's #1 Vacation Destination

WE WALT DISNEY WORLD Res Near WALT DISNEY WORLD Resort
Complex and Cypress Gardens
Luxury Resort Lakefront
Condominium Homes. 2 & 3 BR.
From \$62,900. 24 hr security.
Superb amenities On-site property &
rental mgnt. Excellent Financing. For
the ultimate vacation home or a home
for file, call \$13-324 2540, reverse

**Haut Medoc** share available in impaculate 70 hec vineyard with prestigious che

Napoleon-III) producing 200,000 bottler Cru Bourgole P.A. 32.5 Million FL Sectious principals only. Contact immediately SARI. CERI Hallessx Vignobles) BP 50 Blecanoses France. Fac: France 58 78 7801. BRUGES (Belgium) 6 km from city centre

rate sale of large modern villa (310m²) in ode (8000m²) - 0 bedr. 4 beth. - C.H. -ma. garages for 4 cars - top price class Phone: 32 /50 38.07.15.

#### LOVELLS PROPERTY PROFESSIONALS SINCE 1879 : Guernsev

We specialise in the sale of peoperty to new residents in this low tax island and offer: \*Free Settling in Guarnsey' colour brockers and fully illustrated colour property brochure CONTACT US NOW TO DISCUSS THE ADVANTAGES OF LIVING IN **GUERNSEY** 

Channel Islands

P.O. BOX 50, IT SMITH STREET, ST PETER PORT, GUERNSEY Tel: 0461 728036 Fac 0461 713464.

SALE OR RENT Sutton Place, Manhattan Reduced by 20 %. Owner abroad must sell / rent recently renovated @ room duplex. This elegant and sunny apartment offers 4 bedrooms, dirring room, living room, 2 baths, powder room, eat-in-kitchen, staff quarters, and 2 woodburning fireplaces. \$1,000,000+. Contact Brenda Neubauer Murphy

at 212 606 7662 SOTHEBY'S INTERNATIONAL REALTY 980 Madison Avenue, New York, NY 10021 Fax 212 606 7661

#### Eastern **Algarve**

exceptinnal investment 55 construction adjoining future golf course 3 kms from ocean - spectacular view. Jnint venture considered. Contact Harcourt (Portugal), Ltd Tel. 351-89-398232/3/4/7 -Fax 351-89-398300

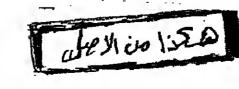
CENTRAL ALGARVE Pine Cliffs Golf & Country Club offers privacy and security in a beautiful location with pri-vate golf & sports facilities, a secluded beach and a Sheraton hotel. For proposers detailed. hotel. For property details

**BOCA RATON** PALM BEACH

EPI Ltd 071-738-0122

If you are considering the purchase of a unury residence in this area, please con-Rostyn Cerctue, Renkor c/o Coldwell Bankor 101 N. Federal Hwy. Boen Raton, Projek 33432 407 391 9097 Fax 407 391 6520 (USA)





tion is rampant.

My first job is to plant up a low, sloping bank which faces into the sun. Most gardens have one and make nothing of it. round the house, up the drive or where a raised bed hits ground level and walling has been too expensive. Perhaps slopes joit the imagination, perhaps there is something deep in us all which pictures plants tumbling forwards, like the romantic, slightly out of control. You will not need me to remind you of the principle: if in doubt, put it in a bank and let it floor. doubt, put it in a bank and let it flop.

On a south-facing slope, my mainstay against weeds is Catmint. Last April we stuck small fragments of some ancestral Catmint on to a slope which was never watered for the next four months. They

survived, pulled themselves together and are now set fair to cover the entire space.

One plant breaks into dozens of young pieces: it is cheap, convenient and almost indestructible. In June, the violet-blue flowers fall forwards, like waves breaking down the slope, but there is a less-recog-

The bigger forms of Catmint fall for-

# Falling in love again...

Robin Lane Fox dreams of romantic plants with lax habits

wards, many feet from their central roots. Before the great spread begins, you can plant early bulbs in front of the main clumps and enjoy two seasons in the same space. Small, early narcissi-like February Gold or White cheerfulness are admirable for this vacancy. In autumn, you have the satisfyingly easy job of cutting it back, it leaves you scented like a cat's dream. have a friend who swears that the scent works, too, on women

Between the rolling hreakers of Catmint I turn to two particular evergreens, the first of which is the least familiar. Greenyellow flowered Bupleurum is spreading slowly through ever more nursery lists and 1 recommend it for any position from which it can fall forwards informally. The awful winter of 1881-2 flattened it, but I would call it 1881-2 flattened it, but I would call it a hardy plant in all but exceptional years: it came through the

The next few weeks are a good time to track down young plants with their scapy green leaves. A reader tells me that there are Bupleurums on Madeira which grow up to aft high. Three or four feet is more usual in England for this August-flowering shrub. 1 think I believe him, although be also has sent me a check-list of unfamiliar performances, including a shrubby variety of Tobacco plant which grows 20ft tall Apparently, it is out there waiting to alarm us in wild nature.

As a lower evergreen mound, I cannot do better than the hardy blue-flowered Ceanothus called Thyrsiflorus Repens. Within a few years this admirable defence against weeds has spread over several yards and formed a glistening evergreen cover. As so often, the lower-growing members of a family are the hardiest and I have not known a winter destroy this vigorous plant.

On bigger banks, I like to contrast it with a clematis which is more untidy in its habits. Clematis Jouiniana is becoming more familiar, but if you build it a low frame of peasticks you will find that it is twice the plant you expected.

From August onwards it covers itself in milky-blue flowers like small crosses. It is extremely easy and obliging and starts to flower when the best of the summer is over. The early-flowering variation called Jouintana Praecox is even better because it starts to flower in July and continues until October.

It is not a good clematis for a wall because it prefers life as a mound or a tangle. It comes into its own on slopes beside steps or as a feature on the top of a steep bank. Catalogues sometimes suggest that better known climbing forms of cle-matis will flourish on the flat, if you stretch wire netting in front of them as a support. I find that Jouiniana beats them all because it is more vigorous and blocks unwanted weeds.

These blue-flowered plants are all very well, but the snapshot in all our minds includes roses tumbling forwards. In my mind they are falling downhill into a moat with water lilies on one of those bot afternoons which makes me thankful not to be

Carpeting roses have sprung back into fashion and rose-breeders have been devel-oping them for small spaces and busy peo-The dullest forms, I think, are named after birds, Grouse and so forth, as if gar-deners are reduced to game-covers. I would ignore them all, because I much

prefer a dull-flowered white rose called Swany. It never exceeds 3ft in height but it will fall down a slope or over a low wall without becoming uncontrollable. It also flowers twice in the summer. Peter Beals of Appleborough, Norfolk, is supplying me with Swany, although many other nurseries list it. I am combining it with my other favourite among Catmint, Rose Pearl Drift. This small-flowered variety turned up in the 1970s and has a pearlgrey tinge to its masses of small flowers. It is not too romantic to say that it likes to drift rather than stand awkwardly for

These two modern forms are healthier than any of their old-fashioned rivals. Many people will tell you that the old Rose Raubritter is the one for slopes and flat spaces, but I have always found that it has old-fashioned habits: it catches mildew and its rounded, pink flowers go a beastly colour when the weather is too hot or too

the

**V25** 

ent RM ied m-

My general plan is that the Catmint will smother the weeds, the evergreens will make a contrast throughout the year and the roses will look romantic without being troublesome. If the ground is properly clean when you plant it, you should not be bothered with weeds as soon as these

strong plants have knitted together. Or so it seems as a new season starts, framed with this optimistic prospect. Let us fall forwards and wait to see what Mother Nature has up her sleeve to test us.

# The sub-tropics of Tresco

RESCO, third largest of the Isles of Scilly, is of the Isles of Scilly, is famous for its subtropical flowers. Why do I not say Tresco Abbey Garden, which is where the flowers are set to grow? Because long ago many of them began to stray ont of the garden and to naturalise themselves much to stray ont or the garden and to naturalise themselves much more widely, and also because the title of Ronald King's book, Tresco. England's Island of Flowers, by far the most comprehensive on this subject and just republished in paperback by Constable for £5, very rightly suggests this wider

ganisation

Yon bagin to see exotic plants as you approach the island by boat and, whether you land at New Grimsby, Old Grimsby or the jetty at Crow Point, you wend your way through them as you walk to the Abbey Garden; which is chaltered a little on the south sheltered a little on the south side of the highest ridge in the island, with a freshwater lake just outside it.

Ronald King has an extraor-dinary story to tell. It concerns not only a unique garden but also the achievements of five. generations of one family in making and sustaining it and

also transforming the fortunes of all the Scilly Islanders, It starts with Augustus Smith, who was born in London in 1804 into a rich family. Early in life he became concerned about the plight of the poor and sought means to improve it hut the obstacles he met with in his home county led him to look further afield. Hearing that the Duke of Leeds was about to give up his lease of the Isles of Scilly he decided to acquire it. After some mittal setbacks, he succeeded in doing in 1834 on a 99-year lease at an annual rental of \$40.

The islands had been mismanaged for centuries. The standard of living and the edu-cation of the islanders were poor and Augustus Smith set

be grown in the open. This was thanks to the exceptionally equable climate of the Scilly Isles due to their situation in the flow of the Gulf Stream

Because of this range, and also due to the success of the islanders in growing daffodils and other cut flowers out of doors and marketing them very early, it is widely believed that the climate is idyllic. In fact it is not at all. Winds can be terrific, rain can be blown almost borizontally, the temperature rarely gets above the

Arthur Hellver admires the thinking behind a famous Scilly Isles garden

about improving these things with so much zeal and authority that he soon became known as "the emperor." He also decided that he would live on Tresco and would huild himself a house there on the site of an ancient abbey, now a ruin. He also planned a terraced garden on the steep south-facing slope and the flat land at its base towards the lake.

In design this is quite a conventional garden in the fairly formal style that was then fashionable in England, What made it become increasingly remarkable was the range of plants Smith discovered could

mid-60's F and the sea temperature is likely to be in the low 50 F range, yet there is seldom any frost.

For plants wind is the main problem and Smith gradually solved this, at first with quite low-growing plants such as gorse and later with trees cluding elm, sycamore, cak and poplar. However, the wind problem was better dealt with after his death in 1872 when the Monterry pine (Pinus radiata) and the Montarry cypress (Cupressus macrocarpa) began to be used in quantity, especially on top of the ridge.

Nevertheless, by 1872 the garden already contained 111 species of permanent or semipermanent plants representing 74 genera from many parts of the world including North and South America, South Africa, Asia and Australasia.

Augustus was succeeded by his nephew, Thomas Smith Dorien. Augustus had stipulated that his beir must adopt the name Smith so for a while Thomas called himself T.A. Smith Dorien Smith, Later the first Smith was dropped and the four succeeding owners have all been known simply as Dorien Smith

All in their different ways have increased the range of plants grown in the garden which by 1980 bad reached 4,000 species, a considerable proportion of which come from the southern hemisphere. This trend is in considerable

measure due to the third owner, Major Arthur Dorien Smith, who was keenly interested in collecting plants in the wild, particularly in Austral-asia. As a result Tresco Abbey Garden probably now has the finest collection of Australasian plants growing anywhere in the British Isles. His father's name is indissol-

ubly linked with the expansion of the cut flower trade which probably had its origin in 1867 when Augustus Smith told William Trevithick that be had LONDON PROPERTY



Palm trees and peace in a quiet corner of Tresco Abbey Garden

received £1 for a small box of cut daffodils sent to Covent Garden Market, in 1885 Trevithick reported that nearly 40 varieties of daffodils were being grown for cut flowers, of which the multi-flowered Narcissus Soleil d'Or took the lead followed by White (presumably

what we now call Paper White)

and Grand Monarque.
T A Dorien Smith worked long and hard to improve this profitable trade and to search for new and better varieties and for other bulbs that might be grown in the Scilly Isles for the cut flower market.

RTM

m

Flooded with Eaht

High-tech Kitchen

2 Bed, 2 Bathroo

New 125 year lease

12 - 4 pm

paris, Designible commentation area. Beneatical Victorian 5 bedim resistance, Fully fur-rished, period lesisment restored. 2 recept, 4 betiming (3 ens) jacuzzi. F/F KR (prasil-bone), Besement, Lig gdn., garage, 4 park-ing spaces, £3,000 pcm, 081 5421716.

(CLLAND PARK, W.11. A selection of waperb 3 Bed Lizzury McRomothes for uple £550/ £875,000. Show Flet open Sat & Sen 11.00 um - 4.30 pm. 071 752 9774.

HARMENQ 1 BEDROOM apartment Deven-shire St. W1. Fully equipped & furnithed. £200 weekly or 33 year lease at £110,008. Tol: 071 323 4708 (alter 5 pm).

W1. Large luxury apartment

near Baker Street, 4 Bedrooms, 3 bad

rooms, Ohing room, lourge, Michen and large entrance hall. To be sold complete with curpets, curtains, furniture and fittings.

860 year lease.

Price: 1365,000 c.n.c. for quick sele. Tel: 0836 715706 anytime.

ST JAMES'S SQUARE,

Today the Isles of Scilly have a thriving tourist industry for which Tresco Abbey Garden is a leading attraction even for those who know little or nothing about its rare flowers. Ronald King's book provides a

account of its creation and axpansion. Many of the pictures are reproductions of paintings, mainly of individual plants, made between 1873 and 1883 by August Smith's sister, being published for the first

#### COUNTRY PROPERTY KINGSTON-ON-THAMES

## A NEW RIVERSIDE APARTMENT IN KINGSTON?



- Plot 2, one bedroom, £99,950
- Plot 4, two bedroom, £144,950 • Fully fitted kitchen
- Integrated electrical appliances
- Carpets throughout Balconies overlooking the Thames
- 1, 2 and 3 bedroom apartments
- Close to the centre of London For appointment to view please telephone 081 943 4416. After March 4th show apartment opening hours 12 noon to 6pm, Thursday to Monday . Until that date 11am - 5pm.
  SPINNAKER COURT, HAMPTON WICK; KINGSTON-UPON-THAMES



SIT DOWN... TAKE A DEEP BREATH\_ LOOK NO FURTHER....

TOWN QUAY, POOLE FROM £69,950 Georgian Town Houses and waterfront 2 bed apartments at much reduced prices reflecting realism in todays market. Built to a quality far in excess of the usual "developer" standard. Excellent discounts for cash buyers. Many properties under -£90,000.

Barber's Wharf Show Homes open 10.00 am to 4.00pm 7 days a week.
Tel: 0202-683084. Joint Selling Agents: CA Property Services 0202 731922.
Goodsby & Handing 0202 673375.

FOR SALE PETWORTH, W.SUSSEX 16th Century ferminase formerly a menorial court with cottage and 16th Century bern with full pleaning permission for 5 bed, 3 beths, 4 receps and staff armens. Set in 5 scree with 750 yards of river Rother including fishing rights. Further 10 acres available.

Offers LR.O 2900,000 for whole. Tel: (Home) 0798 43291 (Office) 481 9090 ext: 4132

CHINGHAM STYLISH 4 bed det homes. Fully-fined kinchen, built-in wardrobes, enuity-fitted Attacher, built-fit stardrobes, en-uits & family belivrooms, conservatory, table garage. Prices from £129,900. Tet 147)-825141, Thura-Mon. 11am-Sprs.

ST. ALBANS, 46' indoor bested substituing pool, meture garden, two-shirds of an acre and 3 choice of the unique inbarior designed spartments. Int, security, entrance, private partiting, sot in quiet cui-de-sec in historic 31. Albans, a there to minutes from London by main line train. For solour brochure. ASHTORS, 0727

CHPETHAG SUMMEY, MAGNET-CENT character - 7 bed dat house. Country, setting, 4 robspa, large cak fitt. kirklines. Many tunury large. Gold & merble bullerins. Extensive parting, garaging; starms etc. 2550,000 offers. 0737 - 555733 or 356753.

FOR SALE Leicesterahire, Vale of Belvoi Kings Cross 75 minutes. An exceptional Edwardian country house, 5 beds, 2 beths. 4 reception rms, outstanding

reception hell, conservatory. 1% private garden O1RO 2340,000

Tet: 0949 43761. ESIGNER DECORATED SHOWNORE for sale, 5 beds known since, ldyffic location on the edge of Tentury Wells, Hersford & Words, 1778,500, Part accidency possible, Tel: 0884 817840 1-5pm (except Tues) or

#### NEW CHELSEA APARTMENTS TOWNHOUSES

A fine new development of 27 apartments and 8 luxury townhouses just off the Kings Road featuring:



APARTMENTS

Studios, 1, 2 & 3 beds Secure underground parking \* Electronic gates 3 bedroom Penthouses · Porterage Long leases/freehold \* Prices £105.000 - £425.000

TOWNHOUSES \* 4 beds, 2 Receptions \* Kilchen/Conservatory \* Double Garages

Prices from £525,000

# HUDSON PLACE HORTENSIA ROAD, CHELSEA

WEEKDAYS: 10am-6pm SATURDAY: 13am-5pm SUNDAY: Ipm-5pm SALES OFFICE 071-352 2883



SOLICITORS EST. 1918

**FOLKES MATRIMONIAL - SEPARATION - MAINTENANCE** INJUNCTIONS/WARDSHIP/CUSTODY/ACCESS LEGAL AID WORK UNDERTAKEN

\* \* \* \* \* CONVEYANCING £180

Sale/Purchase/Remortgage/Residential Property. Fee includes mortgage related work when we act for your leader. Plus VAT & Disbursements. 61 GREENFORD AVENUE, LONDON WI ILL 120 WILTON ROAD, VICTORIA, LONDON SWIV 1JZ TEL:081-840 3333/2247 071-931 0695/0679

#### NO TIME FOR EXERCISE CLASSES?

Unique batchclors' pad in top turret overlooking Battersea Park. Master bedroom, large modern kitchen, bathroom with power abower.

2nd bed/study/dining room leading to reception, both with
o.t.t.indicative) views over the park. Firsty of storage space. Would
also be of interest to executive woman or young couple.

Sacrificial Price: £179,500 Private sale: 0831 32 77 97 (No Trade)

#### 2 BEDROOM ENTIA COVENT GARDEN APARTMENTS SID

071 434 0391 071 240 2255

0836 678884

OF INTEREST TO ENBASSIES,

COMPANIES, COLLEGES ETC. AT ARIXTON HILL Large Victorian 7/8 Bedroom House just complished to a very high standard, having 2 littchens, 3 loiets, 3 showers and 1 bethroom, would accommodate over 10 persons. Full gas central heating, hot &

cold water in all rooms. Full line certificate

Tet: 081-540-7082.

MAIDA VALE,W9

To let: Garden Apartment - Leading onto Gardens. Rooms Include, 3 bedrooms, 3 Rent - 2500 per week

VIA Excellent selection of Retail 2150,000 - 2450,000 Park Line Estate

CLIAND PARK, W14 4 bed family house on 3 floors, to rent un funished. 2 Recept, 2 bets (1 e7s). Impo Litchen, Guest W.C., Utikly Rm, ST Garden, OSP. Sole Apenta Meitersh & Manding 071-439 0856

over Pall Mail and St James's Square. Large reception, Lift 65 year lease, £400,000. Tel: E A Shaw & Partns. 071 240 2255.

#### **COUNTRY PROPERTY**

#### SUSSEX COAST

A rare opportunity to purchase Marine building land situated on the glorious Sussex Coast between Brighton and Eastbourne. Individual outline planning permission for 5 detached 4 bedroom houses. Available for sale singularly or as a whole. The land is directly on the seafront with magnificent open views to the downs eastward + Newhaver harbour to the west.

275,000 each plot or £350,000 as a whole. Full professional support for all construction work etc if required.

> For further details: Tal: 0323 899414 Fax: 0323 490010

#### LONDON RENTALS

#### REDUCED IN CHELSEA

6-7 Bedrooms on the river. Large family house with garage, roof garden and stall flut. Was £7,000 p.w. now skashed to £1,400 p.w. Owners must let. Tel: 071 351 0223

REGENTS PARK NWT.Rright modern Town House with patto garden, newly turnished, 3 bedrns, 2 both rms, 2 receptions. Large luxury kitchen/breakfast rm, closkrm. Go Let 1 yr ms. 620 pw. Orbany Estates 071 387 3829.

ARKSIDE, KISCANTSEREDGE SWI. Large 3/4 bed aperiments to let undurnished in elegant Edwardism mansion block, with saming views over hydro Park. Entrance Hall. 1/2 Recept, KIDRKST Room, 3 Bethrooms, 24 hour Purterage. From \$500 p.w. Sole Apents Molforsh & Harding Tel. 071-489 store Far. 871-489. 1337.

marvellously complete and painstakingly-researchad

#### GARDENING

SERENISSIMA TRAVEL

## **Cruise Around** Britain, Ireland, Normandy & the Channel Íslands

1st May to 19th May, 1991

How well do you know your own shores? Most of us are always promising 'one day' to visit those special and often inaccessible places. Now Serenissima can make such an otherwise tring and complicated journey a very simple but rewarding venture. For 19 days you can explore the scenic glories from the Channel Islands to the Orkneys and from Donegal to the Yorkshire Moors. In addition there are three days of coastal cruising and visits along the Normandy coast. Late spring is the perfect time for such a journey. Cardens along the west coast of Ireland and Scotland such as Carinish in Bantry Bay and Inverewe on Loch Ewe will be a riot of colour with rhododendrons and azaleas in full bloom in the most perfect setting imaginable as will the gardens in Cormwall, the Scilly Isles and Skye. On board our lecturers will give informed talks on the houses and gardens we shall visit as well as covering the fascinating natural history, particularly of the islands and such diverse items as the Normandy Landings.

We have the ideal ship for the journey - the MS Caledonian Star.

We have the ideal ship for the journey - the MS Caledonian Star, a first-class vessel offering considerable luxury. With just 100 passengers aboard, it is the ideal way to explore the more remote bays and islands. All cabins are 'outside' with private shower and toilet and facilities on board include two lounges, a bar, lecture lounge, library, hairdressers, clinic, observation deck, sun deck and swimming pool. Scandanavian officers and Filipino crew offer an excellent service.

Outline Itinerary Southampton, Deauville, Bayeux, Arromanches, Douvres, St Malo, Avranches, Mont St Michel, Sark, Guernsey, Scilly Isles, Bantry Bay, Isles of Aran, Donegal, Isle of Mull, Iona. St Kilda, Skye, Ullapool, Inverewe, Orkneys, Deeside, Edinburgh, Bridlington (Ripon) and Harwich.

Prices
The cancellation of an American charter booking allows us to offer you a saving of at least 30% off the normal price. Category C £1695.00
Category A £2060.00
Category AA £2300.00 Suite (Lower Deck) Suite (Upper Deck) Single (A Deck) Single (Main Deck)

Price includes: transportation London to Southampton and Harwich to London, 48 nights on the Caladonian Star including full board, shore excursions, guest lecturers and local guides. Not included: travel unsurance, tips to ship's staff. For reservations telephone Serenissima Travel on 071-730 9841. SERENISSIMA TRAVEL 21 Dorset Square, London NW1 6QG ABTA 54693 ATOL 808

FISHING

#### BIDWELLS

FISHING TO LET

River Spey June & September High Quality Salmon Fishing to let with accommodation on 5 rod beat at Carron & Laggan

For further details contact: Peter Graham, Rothes (03403) 292. Rothes Office, Rothes, Aberlour AB38 7AD

## **COUNTRY PROPERTY**

PESIGNET DECOMATAL SHOWN
sale, 6 bods hutty spec. Lightle lot
the edge of Tenbury Wells, He
Words, £179,600, Part exchange
Tact DSSA \$13940 1-50m (axtept
121 643 1171 Office Houre

03403 - 292

that from Yes, the stair t Goti (053 ers the fina ple pub app) the dem UK

Рa

A NEW 75 YEAR CROWN ESTATE LEAGE 2500,000 SUBJECT TO CONTRACT COUT SOLE AGENTS: CAMPTONS 671 483 8222



WARWICK SQUARE

SALES AND RENTALS Contact Emma Stevenson on:-

071-6297282 WEST SUSSEX - CHIDHAM Within the Chichester Harbour Conservancy Area Chichester 4 miles. London/Waterloo 70 minutes.

HAMPSHIRE. Odihern 3.5 miles, Basingstoke 5.5 miles. A is in one of Hampskires prettiest and most acces es. Halt, 5 reception rooms, 6 bedrooms, 3 bethro Staff wing/annexe: 3 bedrooms (suitable for inclusion into the main house). Indoor swimming pool, traditional outbuildings. garages. Landscaped gardens. About 1.75 notes. J.A. Lane Fox, London Office: Tel. 071-499 4785. Strutt & Paricer Newbury Office: Tel. (0635) 521,707.



In all about 3.88 Acre al land could be made available if rec Offers in excess of £425,000
ARUNDEL OFFICE: (0903) 882213
LONDON OFFICE: 071-408 1010

LONDON PROPERTY

#### FOR PEOPLE OF SUBSTANCE. SUBSTANTIAL COUNTRY HOME



Charlotte Park, Oxshott

ROY

JAMES

FANCY

In Charlotte Park, Oxshott, Lovells are offering the perfect English country home in a tradition stretching back to the architecture of Sir Edwin Lutyens.

This substantial property is set in a neighbourhood of impeccable (and Royal) pedigree, close to rolling natural countryside, but within easy reach of the M25 and Central London.

PRICE ON APPLICATION.

While the style is classic, and the accommodation uncompromising, every modern appliance and luxury has been incorporated. (Amtico, Villeroy & Boch, Gaggenau, Miele; all the great names are here). Naturally, the interior specification can be finished to your precise requirements.

The result is an immaculate traditional country home, of considerable substance. Lovell Homes

(0483 576551)

क्रमंग्र

T.

STEER PACE

. 10 . 17

413

50 V V S

日出出

y: g:

4

JOHN D WOOD & CC

LONDON AND COUNTRY ESTATE AGENTS

## LONDON

Collingham Gardens One of the finest period, family houses on the market in central London with 3 magnificent reception rooms, is double bedrooms, 6 bathrooms, large kitchen with diging area, saff economodation with dining area, staff accommodate direct access to large communal gardens and a superb private terrac

Freehold. the property with garaging and additional accommodation.

IOINT SOLE ACENTS: CORDLE & CO 071-551 7349 JOHN D WOOO & CO CHELSEA OFFICE



SURREY Coombe Hill, Kingston Ser in lovely, secluded gardens, a fine, early 19th century bounc, immunulated restored and retaining all in period charm 6 bedrooms, 4 bathrooms,

ESTABLISHED 1872

K scre. the freehold.

SOLE AGENTS TORN D WOOD & CO WIMBLEDON OFFICE 081-944 7172



19 HANOVER TERRACE, REGENT'S PARK, NW1

MAIN HOUSE

MEWS HOUSE

OF YEAR LEADE

bathroom, large garage.

OFFERS OVER CLOSE

WORTHBRIDGE NOUSE.

REGENT'S PARK, NW

An exquisitely restored Grade I listed

house originally designed and built by John Mash in 1835. All the principle

rooms look directly over Regent's Park.

Drawing room, sining room, study, Hibrory, kitchen/breakfast room, master

edreem szits, 4 farikar bedreems, 2 bathreems, staff flat, 60° garden.

Bereptien room, kitchee, 2 bedrooms,

SUBMICT TO CONTRACT

A magnificant detacked bonso designed by Joba Nush and built to 1830,

escupying a promisent corner position

property which tetals 5,000 square feet

is presently in used of restaration in

of requirements of the Crown Estate

FAX: 081-944 7186 071-352 1484 FAX: 071-352 9465 HEAD OFFICE 26 CURZON STREET, LONDON W1Y 7AE 071-493 4106 FAX 071-408 0788

PORCHESTER GATE, WZ Outstanding posthouse with spectacular views over Hyde Park. Compdess 30th balcony looking directly cuto the Park, 4b bods, 2 boths (on sain), 24th reorgion, abower nn, ellern, 17th kitchen, private packing bey, lift, 24 hr postenge.

CLEVELAND SQUARE, WZ the flat co ories 75ft entre

THE

room, bedroom 3 / dining room, knowy lowner, clostroom and roof garden Parking resisting.

APPLE

MAYFAIR Luxmy Refurbished PENTHOUSE views of Hyde Park AND/OR

sished OFFICES below 708 aq R 2/4 yis LET MOSS & PARTNERS 871 629 9933

10 KENT TERRACE RECENTS PARK, KW A well proportioned Nash Terrace ber regulring complete resteration in

coordence with the misimum schodele el coofities es set out ky the Crews Estate Commissioners. On complette the excommodelies will experient drawing room, status room, stady, Litchen, breekfast room, menter kodresm suite, 4 ferther bedrooms, 2

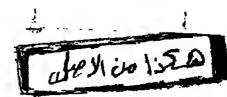
CROWN ESTATE LEASE, 62 YEARS OFFERS IN NEGION OF THE MEJECT TO CONT

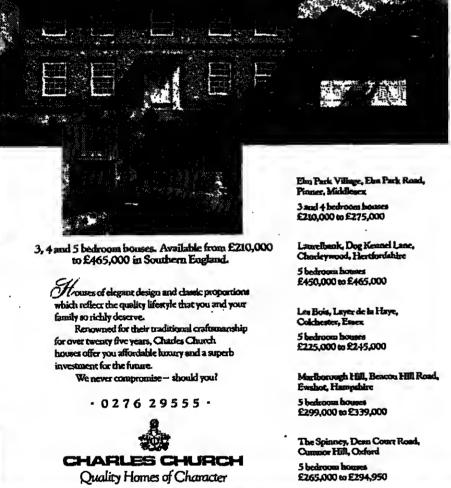












Charles Church.

The Ultimate Investment.

## The Green **Pencaitiand**

SUNNINGDALE Luxury Living on the Golf Course at WHINSHILL COURT Cross Road

This Georgian style develop

spartments and penthor

Sunningdale Old Course.

of large and exclusive luxury

round an open courtyard and set in beautifully landscaped gardens adjoins the second greeo of

Whinshill Court offers easy access to all amenities, Communications

arc excellent - London Waterloo 40 minutes, Heathrow 20 minutes and easy access to the M3, M4 and M25.

Show Apartment open

daily 10am-5pm or by appointment.

Knight Frank & Rutley 0344 24732

4 & 5 Bedroom

Homes

£115,000

IOMES AT LOW PRICES Drice correct at time of

full details 0875 340761

Suien Otrice Open 7 days 8 week 11sm — Spm WILCON HOMES Tel: 0968 78700

WALLINGFORD

RIVERSIDE Henley (0 mins - Oxford 10 miles -London 42 miles, Trains to London 50 mins Didoot. Splendid Georgian apartment converted to a high speci-fication with views over the Thannes towards the Chilerns. Mooring facil-

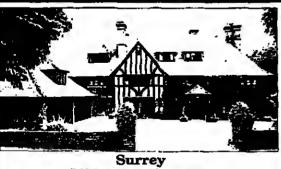
Tel: Ballards 0491 411055

#### PRIVATE SALE HEVER, KENT

Delightful secluded 3 bed d semi-detached cottage previously part of Hever Cas tic Estate. Open farmland/ woodland views front and rear. LPG central beating. Large garden approx 1/2 scre. M25 25 minutes. Main line to condon 45 minutes.

For details telephone 0892 870016. Price £145,000.

Knight Frank & Rutley



INTERNATIONAL

Cobham 1 mile. London 18 miles. Heathrow/Gatwick 30 minutes. An imposing house situated in a quiet private road with excellent southerly views eption rooms, 3 bedroom states, 3/4 further bedrooms, family both Swimming pool. Garaging for 4 curs. Gas central heating. Landscaped gardens.

About 1 acre Offers in the region of £795,000 Apply: Esher (0372) 464496 London 071-629 8171 20 Hanover Square London W1R 0AH

**FOREST MANAGEMENT** We, the Undersigned, are experienced Forestry Managera operating throughout the UK. We provide a full personal service to Forest and Woodland Owners.

Scotland (North of Forth/Chyde)

England/Scotland Borders

England/Scotland Borden M.C. Jackson NDP, MiCFor

Tel: Hexham (0434) 604455 Fax: Hexham (0434) 606616

JA Key, BSC, FICFor

Tel: Diss (0379) 642656

S.E. England J.A. Dolwin, B.Sc, MICFor

East England

Tel: Crawbarou

(0892) 664612

O F Carter NDF, FICFor Tel: Perth (0738) 27655 West Midlands/Wales

J C Terry, BSc, MICF Tel: Shrewabu (0743) 67832 S W England W J C Blight, BSc, FICFor, M R Box Tel: Cheriton Fitzpelne 63) 866305

Fax: Cheriton Fitzpains (0363) 866941 Please contact us for details of our service THE PERFECT SETTING FOR YOUR FUTURE



scheme of exceptionally spacious and luxuriously appointed 3 bedroomed apartments at The Watergardens fulfill the perfect opportunity to move from a large family home whiist retaining the essential privacies and comforts currently enjoyed.

Situated in the prestigious Coombe tilli estate, the residents of The Watergardens can enjoy and relax in six acres of beautifully maintained Japanese gardens. Security is comprehensive but discreet and a helpful lanltor service is available seven days a week. Cars are parked underground with two allocated spaces

and a lift to all floors. Rather than worry about the things you might miss, call in and see what you can gain by living at The Watergardens.

Our two elegant show apartments and gardens are open for viewing every day from 11-4pm at The Watergardens', off Warren Road, Coombe Road, Kingston, Surrey. Telephone 081 547 1681/3998. Last few apartments remaining at prices from £395,000-£595,000.

COVERT GARDEN, WC2 Arr ounstending A bright 3rd Boor apartment in attractive, small countyerd development. Comprising 2 betrooms, farge recoption, Stand is 5 and areas priv belongs, 123 yr lesses + share in Fraehold. 1218,500, Copping Joyce 171-035 2018. &C?

An exciting, spacious moderalso maistagette set in sward winning Garde Square. Offered in excellent decousiv

DEVONPORT, HYDE PK SSTATE, W2
openior penthonse accompted over 2 flor
sesting 2 well proportioned recept
some. 4 bedros, dessing un, 2 better some 4 bounts, oresing my hower m, kitchen, Igo south facing roc carson, lift, underground garaging miformed 24 hr perionge, 96 yr len. Offers levited for les HYDE PARK OFFICE: 071 724 1222

PAVILION

EMPTRE HOUSE THURLOE PLACE . 5W7 in original perchosse, newly constructed to the highest standards with pointed maple floors, glazed reception half and roof garden overlooking Brompton

CLUTTONS

071-589 1122 FAX 071-589 8132

opp Dorchester Heest sperb Recopt/Entertsimpent Spin is/3 buts, ige Terraco with Panera

TO ADVERTISE LONDON PROPERTIES

Tel: 071-873 4896/ Fax: 071-873 3098

Only such a substantial source of new revenue, which, judging by continental experience, could raise 52b a year with the arts gaining up to £500m, can solve the heritage problems currently confronting the Minister. The queue of national treasures waiting to be sold abroad has reached epidemic proportions: the Three Graces by Canova; the Badminton cabinet; Constable's painting of "The Lock", and now the Middleham jewel, a rare 15th century reliquary with romantic Wars of the Roses connections, are just the most visible masterpieces

## Gambling on the government apparently destined to be cashed in

The public outcry is minimal with only Simon Jervis at the Fitz-william in Cambridge making an effort, raising a plucky £2.3m towards the £8.7m needed to save the Badminton cabinet. The general apathy is easily explained; between them these four objects are valued at over £30m. The National Heritage

Fund has an annual grant of £12m and is currently more concerned to safeguard threatened areas of nam-ral beauty rather than works of art; the annual purchasing grants of the English museums total form. The Government is not going to raise its subsidy to the levels needed to keep such treasures in

the UK. The only three possible

alternatives are a list of un-export- to all concerned. able national treasures (the German approach), which would halve the market value of any work of art included and be a crippling blow to owners; more tax breaks for givers of art to the nation (which is impla-cably opposed by the Treasury); and

Hence the sudden lobbying for such a venture. It would be too late to save the Three Graces, etc., but they would leave making a point. Once the concept is accepted its scope is boundless; some of the revenue raised could be spent on mas-sive endowments to such problem areas as the Royal Opera House, Covent Garden. Giving it a one off grant of £100m and denying it any more public funding might appeal

Take a Gulf War, throw in a recession, add snow and IRA threats, and you have a recipe for box office disaster in the West End. Who is able to get to the theatre against these odds?

Well, quite a few people really. Despite all the scare stories 1990 proved to be the best year ever for the West End, with attendances topping 11m for the first time and box office revenue approaching £170m. In the summer the theatres were really booming, with attendances 8 per cent higher than in 1989. There was a fall in the last quarter but when the final figures are released they seem certain to show an improvement on the 10.9m tickets sold of 1989.

There has undoubtedly been a decline in American tourists but this has been the trend for some time. In 1985 foreign visitors made np 42 per cent of the West End audience, and over half were American. By last summer the overseas contingent was down to 32 per cent. The slack has been taken up by locals - not so much the young, but that traditional backbone of Shafteshury Avenue, the middleaged and the middle-class.

aged and the middle-class.

The surprise is that 1991 has started off quite well. George Biggs of Maybox, which has six theatres currently busy, says that his box office figures for the pest two weeks are ahead of 1990. "I dreaded looking at the takings for the Mon-

day night when London came to a halt after the Victoria bomb but they were higher than the previous Monday". There has been a slight slow down since the half term fillip but the theatre, and the cinema, seem to be recording good business while restaurants and hotels suffer.

The British Library, the largest and the most expensive public building to emerge this century, is on course to becoming a monumental artistic fiasco with the Government exposed as small minded, parsimonious and Philistine. Although the project will cost at least £450m, little attention was paid to the decorative look of

The last Minister for the Arts but one, Richard Luce, took a keen

interest in museums and was wor-ried by the lack of imagination shown in the artistic trappings of the British Library. He promised that money would be forthcoming to be spent on highly visible and monumental commissions. Two leading artists, Eduardo Paolozzi and R.B.Kitaj, were asked to pro-

duce major works. But a change of Arts Minister, and bureaucratic caution, have ensured that the money may not now be available even though the artists are well advanced on their projects. The committee set up to approve art for the Library seems to unaware of this Governmental

Scal lita-

Mr

SUF:

uite

was

per 2.95 ded

Ter-

ves ent RM lied

in-

back-silding - this month it approved Anthony Gormley's ideas for a series of abstract shapes. The original ambition to invest over film in art seems highly ambi-tious now that there are qualms about spending £250,000.

Radio

Serial secrets

WORD more ebout Radio 4's little serials

I mentioned last week. Tuesday's The

Secret Life of Rosewood Avenue, by Stephen Sheridan (winner of a Radio Times comedy

award) keeps its comedy pretty brash. The Rev Timothy Car-swell (James Grout) is mugged in his East End parish, so he is given a quiet living at Rose-

wood Avenue. His first sermon is four-and-a-half hours long,

detailing 972 ways to make ser-vices more exciting. By the end

of the first programme, the doctor's surgery has been burnt down and Carswell has been charged with uttering a forged £10 note. There are a sinister landlady, doctor and two old ladies. Take it from

Ken Blakeson's September

Antony Thorncroft

# Milwaukee's hidden treasure

S A picture by Van Gogh, the "Portrait of Dr Gachet" sold at Christie's New York for \$82.5m last May, holds the auction record for any work of art one would have imagined that the chances of anyone owning a Van Gogh and not bothering about it would be fairly slim. Fortunately, that is exactly what the Chicago auctionis exactly what the Chicago auction-eers, Leslie Hindman, thought when they went looking for art in Wiscon-sin last summer. Spotting a small painting of a vase of flowers on the walls of a family home and noticing that it was signed with a large red capital "V" in the bottom left-hand corner, they were convinced it was by Van Gogh. So were the elderly couple who owned the picture; they had who owned the picture: they had always known it as their Van Gogh and it mattered little that it was not in any of the books about the artist or that it was unknown to the world at large. They had inherited it about 30 years ago from an uncle who had emigrated to the US from Switzerland at the outbreak of the last war.

Although Van Gogh only really painted for a decade – from 1880-90 – he managed to paint a great deal and by now most of his very substantial corpus has found its way into museums or famous private collections. When his works come on the market they are generally well-known point-ings which realise very substantial prices. Six of his pictures sold at auction since 1987 – at Sotheby's or Christie's in New York or London – have each fetched figures in excess of

Facts like these, however, do not necessarily impress retired middleclass couples living in Milwaukee and when Leslie Hindman and her team came along the owners of the "Van Gogh" decided that she, rather than Sotheby's or Christies's, should be trusted to sell it, Hindman showed it

ACK BUTLER Years is that characteristic figure of Modern British Art. a

liar qualify and substantial contribution are yet to be fully realised. He died in 1957 at the

age of 86, high in the regard of a narrow coterie, as he has

more or less remained. His

work has been rurely shown, let alons in any significant

tation more by lip-service than actual knowledge, forever the

talented younger brother of the.

poet, William. I say "Modern British" advis-

edly, for while the two Yeatses, poet and painter alike, stand for Ireland and the dream and

myth of Ireland, both were working in the mainstream of contemporaneity. And yet, in direct contrast to his brother.

Jack's Irishness has been if anything a doubtful asset,

serving more to limit him by the special pleading of nation-ality, than by his particularity within any broader European

context. He moved quite as much as did his brother

the world at large, for Jack

Hart from NFC Box Office: 021 780 4132 4 m.desor FROM FIRST CALL (조4산s) 071 836 2428 (Bkg for)

true original whose pecu-

to a few experts in America and even-tually sent it to Hans van Crimpen, Senior Research Curator at the Rijks-museum in Amsterdam and one of the world's authorities on Van Gogh. Back came the reply: "After viewing the flowerpiece closely and comparing it with similar paintings in our collec-tion, it is our opinion that on the grounds of style, composition, brush grounds of style, composition, brush strokes, and coloration the 'still-life with flowers' is indeed an authentic painting by Vincent Van Gogh."

"It was unbelievable... amazing." Leslie Hindman still insists.

Homan Potterton on why an unknown Van Gogh is being auctioned in Chicago

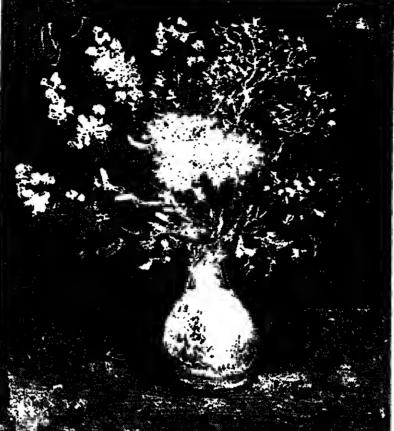
The picture, on canvas and measuring just 16 by 13 inches, dates from 1886 – shortly after the artist moved to Paris – and is similar to other flowerpieces which he painted in those months. Red carnations, phlox, and other flowers are depicted with thick, thick paint in a bue and white vase against a background of deep vase against a background of deep

With a very modest pre-sale esti-mate of \$500,000-\$800,000, Hindman will auction the work on Sunday March 10 as part of its three-day gen-eral sale that also includes furniture, decorative arts and jewellery. It will most probably be the most expensive item that the rapidly-expanding auc-tion house has ever had on the block, although a Modigliani "Portrait of a Young Girl" being de accessioned by the Cincinnati Art Museum is estimated at \$700,000-\$900,000 in the same Leslie Hindman, a disarmingly

approachable but businesslike 35approachable but businesslike 35-year-old, was once Sotheby's represen-tative in Chicago. When she saw mil-lions of dollars' worth of art and antiques being shipped from the Mid-west for sale in New York each year and about the same amount being purchased in New York by Mid-western collectors and dealers for shipment back again, she decided to do something about it. Aged 27, she set up her own art auctioneering firm. She produced attractive Sotheby-like catalogues, published pre-sals esti-mates, had week-long viewings for sales, and tutored Chicagoans in the niceties of bidding by paddle. When her small specialist staff were uncertain about any object, they consulted outside experts - even when such experts lived in Amsterdam. She acoustred her own auction rooms, and her professionalism and the courtesy with which she treats clients has paid off, her turnover has gone from about \$2m in 1982 to well over \$10m in recent years and this year it is expected to . . well, who knows? That depends on Van Gogh.

Hindman bolds about four or five

"Important" general sales a year. Top lots in last year's auctions included a drawing by Gaineborough (\$115,000), another by Samuel Palmer (\$170,000), and an early 19th century Austrian flowerpiece in oils that went for \$44,000 against a pre-sale estimate of \$7,000-49,000. A specialised sala of "Important 19th and 20th Century Architectural Objects and Designs" included the sort of items one would expect to find in Chicago: lots of Frank Lloyd Wright and some drawings and other fragments by Louis Sullivan. In her forthcoming sale there will be objects as diverse as a Frank Lloyd Wright table that was designed for the Sherman M. Booth residence in Glencoe, Illinois, in 1915 (estimate \$15,000-\$20,000); a collection .



Still life with flowers', to be auctioned by Leslie Hindman on March 10 of 19th century French bronzes by such sculptors as Barye, Mene, and Fremiet; a 6.89 carat diamond ring (estimate \$40,000-\$50,000); and an extensive collection of Chinese pottery that includes a Tang equestrian group (estimate \$60,000-\$80,000). There are also several pieces of good English and American furniture. And are Mr and Mrs Everyman from Milwaukee wise to entrust Leslie

Hindman with the sale of their Van Gogh rather than send it to Sotheby's or Christie's in New York? Probably. In all likelihood they have heard about the painting by Jean-Leon Ger-ome which Hindman sold last May for \$286,000. Five months later, when it turned up at a Sotheby sale in New York with an estimate of \$400,000-\$500,000, it was bought-in at \$260,000. Unbelievable? Amazing? Not really.

Song on Thursdays looks more bumane. It centres on Billy, a comic fellow who works at the pub and has the spian ambi-tions; and Ted, a school master who is discreet in his analysis of Byron's "So we'll go no more a-roving" for the children. Ted has a lame, drinking wife, belpless in hospital by the end of this first chapter. A bit more in this, I think. Six to come. Then there is Murder Most

Foul – a series, presented by Nick Ross, rather than a serial. The subject is indeed murder, and the first murderer was brought to us in The Major, the Scone and the Dandelions by John Scotney. He was Major Armstrong, the lawyer in Hay-on-Wye who murdered his wife with arsenic bought to keep the weeds down in his garden. This was the third tale out of a worthwhile six.

The Forsyte Chronicles, the mother of serials, ends tomorrow, but it will be succeeded at once by another serial, an adaptation of H.R.Bates's Food Stood the Wind for France, This will only be in three parts, though. If anyone has a version of A la recherche du temps perdu in his desk, now is the ime to bring it out.

Since I seem totally involved in Radio 4 drama this week, some notes on two more items. On Tuesday afternoon, we had a tangy half-hour, *The Druid Queen* by Donald Jonson. Two amiably perverse 12-year-old girls leave their fun of feeding bluebottles to spiders and induce a 12-year-old boy to join them in the Druid "temple" they have thought up around an altar-like stone. What Terry (Charlotte Colman) actually does to Martin (Jonathan Reisel) by way of "sacrifice" is as enigmatic as Ted's explana-tion of Byron, but the whole

show was provocative, and well played under Tessa Kenwell played under Tessa Kendall's direction.

The Monday Play was Writing Fiction, by Caryl Phillips, who has won a Giles Cooper award, but won't win anything with this. Larry is a writer with an eight-year block after six novels. He teaches writing to make a living - how writers should live through a block should live through a block, perhaps; and there among his students is Sarah his wife, who has left him for his intolerable behaviour. Writers should write only carefully about fic-tional writing. As Larry's

retired agent says, you get more interested in being a writer than in writing. Even Stephen Moore couldn't make Larry engaging, even Richard Wortley's direction. On Sunday, Radio 3 gave us Alan Bennett's revised version of Kafka's Dick. few in the house of Sydney, an insurance agent in the North, a resur-rected Max Brod arrives, followed by a resurrected Kafka. Kafka had asked Brod to destroy all his works and not to write a biography, both of

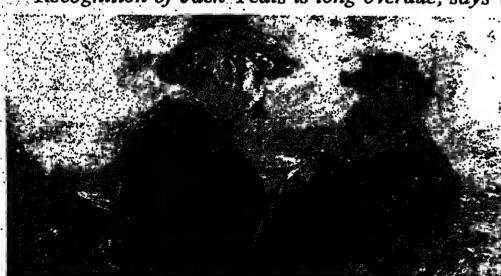
which undertakings he ignored. Kafka's father also appears, demanding posthu-mous affection. Sydney's wife Linda talks with Kafka about marriage. Sydney is writing a piece on Kafka for his house journal, and this new experience will be valuable -Kafka isn't a saint, I'li be famous." It was all hilarious. Kafka's dick was only a small item in lt.
The Radio 4 debate, at the

LSE, was about class. There was difference about what "class" meant, means or family or taste, Even Paul Foot, who wound up for the opposition, couldn't make it stimulating, but for the record, the motion that "Britain is rapidly becom-ing a classless society" was eated by 16 votes to 99.

B.A. Young

# Drawn to Irish imagery

Recognition of Jack Yeats is long overdue, says William Packer



Detail from 'Storm Blowing itself Out' by Jack Yests: oil, 1845 Years it seemed to consign him to the rim of the western world and the very edge of its affairs.

The exhibition that Stephen Snoddy has put together for the Arnolfini at Bristol (until March 24, then on to the

Whitechapel and the Gemeen-temuseum at the Hague: spon-sored by AIB Bank), is therefore all the more welcome for being so long overdue. The pity is only that it has come so late: it would have been timely 10 years ago with the sudden general reversion to a figurative expressionism. After a decade of the overblown and the inept, to come upon Yeats now is a elation and a delight.

are tiny, but all are possessed of a true grandeur, that inner scale that works directly on the imagination, larger than life, and as large as may be. The unthinking recourse to the buge canvas — and what student is there nowadays but must cover his 10' x 8' to count himself a man? - could hardly be more cruelly exposed for the formal cliché it has become. Furthermore, Yeats was ever a

ter how vigorously abstracted the painting might become, the underpinning of sound draw-ing keeps it always close to recognisable experience. This is, bowever, no full retro-spectivs, for it addresses itself only to the later paintings, the work of Yeats's last 30 years or so. The significance of this divide is that in the mid 1920s the expressionism always implicit in his work became more generalised and overt, which was to remain its con-sistent character to the last, a point neatly made by the unchronological hang. with this more generalised quality, the imagery less spe-cific, more absorbed within the fabric of the surface as a whole, so the subject-matter takes on more general and

symbolic a character.

The prancing borse of racecourse and fair becomes high-flown Pegasus, stuff of myth and romance. Sometimes Pegasus is a raceborse still, just as Yeats's tinkers and

#### duality is both peculiar to Yeats and yet oddly Irish, a sensibility common to his friend and sometime collaborator, James Synge. To transcend the ordinary with the unselfconscious flight of fancy is a great gift. "You should have had great people in your family, I'm thinking", says Pegeen to Christy, "with the little, small feet you have, and you with a kind of a quality name, as an illustrator and long continued as a contributor to Punch. His work was founded in the close study and observation of the visible world, and in the technical discipline by the like of what you'd find on which any imagery might be resolved. With Yeats, no mat-ter how vigorously abstracted the great powers and potentates of France and Spain." So might Yeats's travellers talk together on the high road beneath the mountain towards the western sea. It is beautifully done.

A WORD IN YOUR EAR... TOO MANY MEETINGS? NO TIME TO RELAX?

Busy people have too much to do and too little time to wary about the effects of stress on their life and performance. Yet busy people are the very ones most at risk.

Headaches, gastric opsets, insomnia and high blood pressure are just some of the ailments that can result from of the atments that can result from stress — and it's not only high powered executives who are under threat. Housewives, labourers, etbletes, students, in fact, none of us are immune.



to balance your body's chemistry and combat stress-induced imbalences, thus

considerably lowering stress levels, enhancing relaxation and improving sleep

THE WORD IS ISTRESS MANI FOR PEOPLE WHO DON'T HAVE THE TIME FOR STRESS.

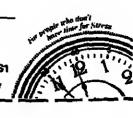
Stress Man is totally new, totally safe and totally unique. We are so confident that you will be satisfied with the results from Stress Man that we offer an amounditional 30 day money back guarantee. Let Stress Man help you free your life from stress. Take action new.

Take action now. For further information on how Stress Man can help you, call us on 081-554-5414 or mail/fax the completed coupon below.

Stress Man is also available at , John Bell and Croyden and Porter Nash

Yes, I would like obligation-free information on how Stress Man can help me take action against

FREEPOST, Kingfisher, Hord, IG2 6BR. FAX: 081-518 6617





Kathryn Tickell's Northum-brian pipes to a wholly new public. But as her concert with her band in the Purcell Room on Thursday showed, at 24 Tickell already has a faithful and enthusiastic following in the folk roots movement; no larket the Seath Rout artis doubt too the South Bank audience contained its fair share of displaced Geordies, on the look

WANTED PICASSO'S **VOLLARD SUTTE** 

Principals only write to Box H8163, Financial Times, One Southwark Bridge, London SE1 9HL

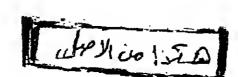
an unpretentious four-piece, with two guitars and accordion alongside Tickell herself, doubling on bagpipes and fiddle. Her fiddle playing, grounded in the Shatland fiddle style, is almost as commanding and

members of the band, it seems an innocent enough mixture, for Tickeli wears her virtuosity lightly. She is, though, a remarkable young musician, a who realises the necessity con-stantly renewing that tradition and who has carved out a distinctive niche for herself. Were she a Japanese folk musician, she would doubtless already be designated a National Treasure; here she just keeps on playing the circuit

Andrew Clements

None of the canvases is what we would now call large, many fine and vigorous draughts-man, who first made his living to take on the more ambiguous quality of gods or heros. The Folk music given a skirl out for a quick fix of nostalgia.

For the sound of these pipes. impressive in its own right, and the group is always careful not to step outside the bounds as the Sting album exploits only too well, is implicitly nos-talgic. The English bagpine tra-dition has been sustained only of folk propriety. Though the instruments are gently amplifled, and the bass is an electric in the North-East, and the one, the sound is nicely con-Northumbrian small-pipe, bel-lows-driven with three drones tained; the rhythms are springing, buoyant, the textures and a chanter, is an indoor Now, however, instrument, gentle and refined, entirely lacking the acidulated there's something you can do to help ease the stress io your life. All it takes is just e few minutes of your valuable time — but they Leavened with plenty of easy-going banter from all the wail of its Scottish cousins. Tickell's gentle proselytising. could be the most precious minutes of your mixing traditional tunes, garlife!
Stress Man is a unique, easy to use, pocketsized device which follows the wellresearched priociples of electro-neural
stimulation. Developed by an Australian
medical practitioner, and worn like a
personal cassette player, Stress Man's
specifically designed earpiece locates and
sends mild electronic impulses to an exact
treatment point on the upper ear. These
electronic impulses stimulate nerve receptors
to prompt, your own defence immune system
to balance your body's chemistry and combat nered from Irish and Scottish folk music as well as from the North-East itself, with her own conscientious traditionalist new material, has proved that the instrument has an appeal beyond the more earnest back-waters of the folk movement. The Kathryn Tickell Band is



. 057725010157.102845555005654657.04800657.2509227.1577.607522025656567.04800657.2509227.1577.60752202569527.5 much as did his brother through the great cosmopolitian world of art and literature, friend of Synge and Beckett and Joyce. Yet, while freland in all the complexity of its history and politics was the very stuff by which the work of his brother became available to the world at large for Jack

129 3.6 1.4 5.4 3.3 1.0 2.25 4.25 6/2 2.9 3.36

2.4 3.75 4.0

# Tsars shine on the South Bank

From film to Fabergé: John Whitely on Russia's Silver Age

NE OF the biggest exhibitions of Rusdan art ever seen in this country will open next week at the Hayward Gallery in London. According to the show's consultant. David Elliott, it will set the agenda for such exhibitions throughout the next decade.

The Twilight of the Tsars will be the first full exhibition

to be held anywhere of Russia's Silver Age, the period of an unprecedented flowering of Russian arts and crafts between about 1895 and 1910 which led on to the abstract avant-garde but was then swallowed up hy the Revolution and its aftermath. "There is a sense of discovery of this period," says Elliott. "No one has ever undertaken a proper examination of the Silver Age, even in Russia itself. In spite of its association with the last Tsar, most of the work was preserved through the revolution and the Stalinist Terror. But almost none of it has been displayed until now."

Sir Peter Ustinov, the great-nephew of one of the art-ists, Alexander Benois, who open the exhibition on March 7, explains how it survived: "Russians have always had an enormous respect for history, even history that is controversial. They tend to make saints out of their writ-ers and artists and there is a special breed of people, usually women, like vestal virgins, who devote their lives to feroclously guarding the material."

The size and scope of the show, with over 650 items ranging from huge oil paintings and films to furniture and Fabergé jewellery, make it one of the most ambitious to be mounted at the Hayward. Only the catalogue is still incom-

N THIS year of Mozza-mania, it's good to have not only a new production of Mozart'e The Magriage of

Figaro (Andrew Clements reviewed David Freeman's

staging for Opera Pactory in

Monday's paper) hut also one of Beaumarchais's. How often,

however it seems that no one

has ever understood Beaumar-

chais as well as Mozart - who

wrote his opera only two years

after the play's public pre-

miere. The opera is alive to the

play's timing, intrigues, farci-cal cross-weavings, jealousies,

Watching Lon Stein's pro-duction of Ranjit Bolt's new

English version of the play - as when I saw the Comédie-

Française staging 14 months ago - 1 couldn't help missing

Mozart. Or rather I wished again that all Beaumarchais

directors would take more

hints from the opera. The Com-

édie-Française staging was ele-

gantly insipid; this Watford

The pley can never have

been speedier than at Watford. Whereas, as Jackie Wullschla-

ger observed in a recent review

here, the Comédie-Française

staging lasts some three hours

and a half, this takes just two

bours and a quarter. Bolt -

not only translator hut also,

and in no uncertain terms,

adaptor - omits Bazile and all

the smallest roles. (It'e Bar-

tholo, returning, who makes the Count hide behind the arm-

chair.) The text has been taken

where; numerous lines have

been reapportioned; the juicy role of Marzelline - quite a

star turn in Paris - has been

squeezed down into desiccas-

It's plain that Bolt, always a

wittily colloquial translator,

relishes Beaumarchais's satiri-

cal intelligence as he did (in

The Liar and The Illusion) Corneille's. But he goes overboard

on slang: Figaro's "Tu boiras don toujours?" becomes "Are

you always rat-arsed?" He's

changed the whole sense of

his own humour. And it seems that a whole play of prose was

too much for this inveterate

rhymester, for he has taken

several incidental lines to suit

"Are

in hy nips and tucks every-

one is vapidly jolly.

frustrations, class tensions.

The overall cost of mounting the show may reach £200,000, hut the organiser Andrew Dempsey says the the compli-cated nature of the deal makes it impossible to estimate. "It has all been done so quickly that there was not time to find a sponsor. The Russians really could not pay for it so we asked them just to pay for photographing, collecting and spipping all the material. And we agreed to frame all the 400 we agreed to frame all the 400 works on paper ourselves - an works on paper durelyes—an extremely expensive husiness." All the furniture has to go in special cases, as do the delicate earrings and enamelled spoons and vases from masters like Fabergé and Artel and the 70odd books.

The organisers expect the show substantially to alter per-ceptions of the modern move-ment by providing conclusive evidence that in an astonish-ingly short period Russian art-ists worked their way through the whole range of styles that the west had laboured for decades to develop. Primitivism, Arts & Crafts, Art Nouveau, Secession, the neo-Gothic and Symbolism were adapted to the Russian ethos regardless of chronology so that often artists would be working in two quite different styles in the same period.

A driving force of the Silver Age was the conviction that art and craft were indivisible: artists worked as architects and craftsmen as well. "They were profoundly influenced by Ruskin, William Morris and the beliefs of the British Arts & Crafts movement," says Catherine Cooke, architecture adviser to the exhibition.

They associated it very much with the political liberalism that they were seeking and there was quite a cult of the

sion, the play rattles along like a jolly little period farce that

opens out towards the end to

make some surprisingly strong

remarks on relations between

Things begin well, with a

striking musical contrast ten-

sion between barroue harosi-

chord music and Spanish

music, stagehands in stiffly

formal period attire and a set

that deftly hints at an already

spoilt galerie des glaces. I pre-

sume Stein, as director, is to

blame for the fact that every-

one, in a potentially strong

weight cartoon manner, as if to say "Don't helieve this silli-

original character, the ambigu-ously erotic thirteen-year-old

pageboy Chéruhin is woefully

misconceived. Simon Schatz-berger, with a big adult nose.

too much eye-liner and a voice

squeezed up into fake boyish-ness, plays the little Don-Juan-

Sylvester McCoy's dapper lit-

tle Count is amusing, espe-cially when improvising a fan-

dango while looking for the pin he's dropped - but this, the

play's most interesting charac-ter, the repeatedly frustrated

Count, is here diluted into

undisturbing foppishness. As Figaro, John Bowe comes off

best - charming, naughty -but too suave and mild. Sarah

Payne, a radiantly pretty Suz-

anne, has sugary vivacity, Kate Buffery, a tall and elegant Countess, shows neither all the

role's outward propriety nor its privata bumiliation; while Emma Amos and Mary Macleod have been encouraged

to play Fanchette and Marce

line as stock types - dumb blonde and old frump.

Poor Beaumarchais! Where

is his play's eroticism? its class tensions? its individuality of

characterisation? In an impor-

tant Beaumarchais essay for

The New York Review of Books in 1988, Charles Rosen called

this play "a masterpiece and perhaps the finest play of the 18th-century." To which this Watford staging seems to reply "Oh, come off it."

AOPERA Production of "A REAL DELIGHT" ...... at the LYCC

A SPECIAL 2 WEEK SEASON FOR ALL THE FAMILY: 20 - 30 March

BOOK TODAY Box Office: 081 741 2311 First Call (No Birg Pex); 071 836 3464

four-fifths Adrian Mole.

as one-fifth Peter Pan,

acts in an arch, light-

" Beaumarchais's most

the sexes and the classes.

A 'Figaro' in

need of Mozart



Portrait of the poet Anna Akhmetova in the Twilight of the Tsars exhibition at the Hayward Gallery

Englisb gentleman, everyone strolling round Moscow and St Petersburg in tweed suits." There are hardly any famous names – Diaghilev, Malevich; most of the artists were instantly buried in tha rubble of the Revolution and have had to wait for glasnost to be exhumed.

The great discovery of the exhibition is expected to be an architect, Fedor Shekhtel (1859-1926), known in the West mainly as a close friend of Anton Chekhov. On the evidence of this show he seems to have combined the pioneering impact of Charles Rennie Mackintosb with the prolific practice of Colonel Seifert. At his most active between 1895 and 1905, Shekhtel designed a staggering quantity of houses and offices for Russia's enlightened merchant princes in a bewildering variety of styles, from Gothic to Cubist to Art Nouveau. Many of these build-

Operatic

Twelfth

Night

SIR PETER Hall's production of Twelfth Night at the Playhouse

Theatre is remarkably pretty

to look at. The dominant

colours in the set are red and

green: a tree with bright red

apples, the windfalls lying nn

the grass. Nature spills over

into the costumes. Sir Tohy

Belch appropriately has more

than a touch of red about him.

There is also the black and

Other characters are more

flaxen. This is late summer or

very early autumn. The

Playbouse has a very tall stage

which lends itself well to this

display of colour schemes.

There is a shade of opera

rather than drama to the

Otherwise, this Twelfth Night is uneven. Since Sir Toby is played by Dinsdale

Landen and Sir Andrew

Aguecbeek by Martin Jarvis.

those performances at least are

very professional. Their

singing and drinking scenes

are outstanding. The best of

the bunch, however, is Feste,

the Fool, played hy David Ryall. He is older than you

might expect, and also wiser. This is the first time that I

have aeen the Fool as the

The main weakness among

Crowe's Olivia. Ms Crowe is

the actress who recently

played Sybil alongside Joan Collins's Amanda In Noel

widely praised for making so much of the part. Here she is a

pouting, petulant spoiled child who looks and talks like a

dumb blonde. Since we know that she can act and speak

perfectly well, the blame cannot fairly be placed on her.

Playing the role this way can only have been imposed from

the top. The result is pointlessly perverse, mildly

irritating and should be

on his social ambitions before

h, come off it."

finding the near-fatal fake letter. Yet 1 wonder if I am alone in finding some aspects

Malvolio, played by Eric Porter, has his moments. He is especially good when reflecting

central figure in the play.

yellow of Malvolio.

production.

ings survive, says Cooke, though it was not always acknowledged that their first inbabitants had been cultivated capitalists: "One house hecame the Gorky Muesum, hut no one would admit that a financier had lived there before

Gorky.'

Of Shekhtel's most extraordinary and successful venture, bowever, nothing survives. This was the building of a folk-loric Russian street in the centre of Kelvingrove Park, Glasgow, for the International Exhibition of 1901. "All the material and the workmen were shipped over from Russia and then bome again," says Cooke. "It caused a tremen-dous stir. The whole event was very good for Russian exports, too. A scale model of one of these buildings, with its vivid original colouring, is being spe-cially made for the exhibition. It seems likely that this will be presented later to the State

Museum of Architecture in Moscow where so many of the newly acclaimed master's drawings are preserved.

Discoveries of equal importance are promised by Ian Christie of the British Film Institute, who is programming videos of some of the very first Ruseian films in a semi-reconstruction of a cinema of the period. These films only came to light in 1989 and Christie says the feature by Evgeni Bauer (1865-1917) prove him to be "an outstanding figure, quite as important as Eisenstein." There will he ten repeated programmes including comedies, newsreel and animation.

Dempsey's concern is as much for future customers as for past beroes: "We rather bope that once they see it the Russians might want to mount It at one of their museums."

#### Flute sans magic Video Go for the

Godfather TEVER MIND Gazza mania. Nor even, in a famous bicentenary Mozza-mania. This month we bring you Gozza-ma

This is the adulation offen-sive we confidently expect on the eve of the release of the final part of Francis Coppola's final part of Francis Coppola's Godfather saga. With Godfather III opening in cinemas next week, who can be surprised that Godfather The Epic (CIC) appears in video shops the self-same week? For a modest £29.99, you can feed your VCR with the entire 7½ hours of the screen drama Coppola of the screen drama Coppola made for television by combin-ing and expanding The Godfa-ther and Godfather Part 2.

Gozza-mania takes two dis tinct forms. There are those who go about the land doing Marlon Brando imperson-atinns: stuffing their cheeks with cotton-wool and making people offers they cannot refuse. And there are serious minded Godfather students who praise the saga's epic sprawl, its gilded subtleties of characterisation and its quirky picture of Italian-

quirky picture of Italian-American life.

These qualities all look better on the large screen than no the small, but never mind. A cassette copy allows you to play and replay your favourite scenic arias and to study the dramatic grace-notes with which Coppola and cast turn Mario Puzo's Mafia tale into a great dynastic oratorio. Marvel at Brando's patriarch, painting a portrait of capri-cious authority with laryngitic vocals and lordly shrugs of the eyebrows. Or admire the subtle emotions flickering across Al Pacino's face when the cam-era prowls towards him before he commits his first murder.

If you wish to explore director Coppola's work outside the Corleone chronicles, please try Rumble Fish (CIC). Mickey Rourke and Matt Dillon star in an S.E.Hinton-hased tale of yonth in torment. Set in surre ally shadnwed sets with baroque black-and-white photography. Coppola's film sug-gests Citizen Kane remade as an avant-garde biker movie.

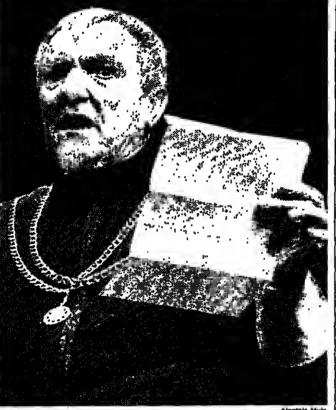
Speaking of which and mov ing smartly on, you may like to sample I Bought A Vampire Mntorcycle (Braveworld), a spry British horror comedy about a bloodsucking Norton Commando, Bravely made on a scant budget by two Birming-ham first-timers, the film is funny, original and macabre.

Elsewhere this March it is dressing-up time. From Russia comes Kosintsev's classic 1964 Hamlet (Hendring), with Innokenti Smnktunovsky's hlond Prince setting a standard for Mel Gibson's movie Dane in the forthcoming Zeffirelli version. From America comes Mountains Of The Moon Nile discoverers Burton and Speke. Pupi Avati's We. Three (Connoisseur) from Italy is a charmer about the young Mozart and his last summer boli-days before adulthood. And in Jean-Lnc Godard's 1967 fantasy Weekend (Connoisseur), refugees from our consumer society dress up as everything from Red Indians to Jean-Jacones Roussean. Never mind the Maoist noises; feel the wit and imagistic relisb Godard used, long ago, to have.

From Britain comes more dressing-up: a homegrown epic scarcely shorter or less convointed than The Godfather. Christine Edzard's two-part Little Dorrit (Warners) is tough going in part one, as we get lost in the byways of Dickens's rags-and-ricbes tale. But in part two, the plot assimilated, we can admire the fine perfor mances and the increasingly free rein Miss E gives them Alec Guinness, Derek Jacob and Cyril Cusack are outstand-

Finally, a hat-trick of recommendations. Gremlins 2 (Warners) is a top-notch creature sequel, escorting the fiends who last ran amok in a small town to the target-rich environment of a high-rise office block. Music Box (Guild) is a political nail-biter from Costa-Gavras of Missing, with law-yer Jessica Lange battling to save her Hungarian-immigrant father from accusations of a Nazi past. And *The Vanishing* (Connoisseur) is a Dutch murder thriller so overpoweringly spooky that you will not be distracted even by the strange language and subtitles. But do not watch it last thing at

Nigel Andrews



Social ambitions: Eric Porter as Malvollo

increasingly unsympathetic. maltreatment of Malvolio, which starts as a loke but degenerates, is offensive to our

age. The current English Sbakespeare Cnmpany's production of The Merchant of Venice tries to get round this kind of problem by being as sympathetic as poseible towards Shylock. I suspect that Peter Hall is trying the same approach by being kinder than usual to Malvolio in bis opening scenes. There are limits, however, to bow far you can play against a text that is not overflowing with the milk of human kindness.

It is also possible, judging by this production, that Hall thinks that Twelfth Night really would be better as an opera. I am not at all sure that he is wrong. The twins, Sebastian and Viola. Mozart. The brilliant designing and lighting are done by Timothy O'Brien and Rick Fisher respectively, both of whom, like Hall, have considerable opera experience. Their work here would look very good at Glyndebourne.

Meanwhile, if you want to see a bunch of riveting performances by young actors, go to the Young Vic where the youth theatre is putting on Judging Biliy Jones hy Les Smith, a play about boys in an institution which just as well

CHESS No. 862: 1 Rhi(threat 2 Rh3). If Ke3 2 Rh4 d3 3 Re4, or Kc3 2 Rh2 and

of Shakespeare's comedles be a school as a remand centre. The main conflict is between the intellectual, Westnn, played by Garry Spratley, and the clever thug, Stracbey (Jud Charlton). Rarely have I seen the competition between the aesthete and the bloody, and to some extent their underlying mmtual respect, performed so

Between them Weston and Strachey dominate the remand home dormitory of eight inmates. But there are others: the West Indian whom Strackey insists on calling Sambo, though his name is Paul, and a sensitive Pakistani called Alli. This is a cross-section of male British youth. Rather to my surprise, the thug and not the intellectual prevails in the end. Directed by Chris White, Les Smith has written a competent play which shines hy heing superhly acted.

Malcolm Rutherford

MOTHERS DAY

60 Glorious Cornish Daffodils - Freshly picked & sent by post. 6 different varieties & your message on a card. ONLY £9.50 inc. packing & first class post. PHONE TODAY!(087252) 297/606 Tresillian Flower Farm, TRURO.

The Perfect Gift for Someone Special.

N MOZART bicentenary year there will doubtless be many routine performances of *Die Zauberfläte* and this Royal Opera revival was, I regret to say, among the first. The time has arrived for us to show what it is about this opera, so trivial and so sublime, that makes it still the subject of debate 200 years after it was written — an after it was written - an opportunity that went for noth-

opportunity and ing here.

The production itself, dating from 1979, still looks good. It has the magic and the fantasy, together with a hint of the exotic, and more seriously marks an attempt to set the opera within the social milieu that would have been familiar to Mozart at the time he was writing it. This is essentially a cosy Vlennese world, with happy peasants, boys in Lederhosen, and Sarastro and his followere as members of the Freemasons' fraternity.
The nearest the revival on

The nearest the revival on Thursday came to inspiration was in the person of Olaf Bar. An amiable stage personality, relaxed, genial, Bar sings and acts a near-ideal Papageno, while being a considerate enough colleague not to try and take over the whole show, as one suspects Schikaneder, the original stage trickster in the role, used to do. Not, admittedly, that anyone else in this cast showed any inclina-tion to stop him.

This was by and large an unhappy team. The soprano Joan Rodgers was suffering

from 'flu and her voice gradu from 'flu and her voice gradually waned until it disappeared altogether in the middle of her aria, leaving Gillian Webster to sing the rest of Pamina's music from the wings. Deon van der Walt, a cool and correct Mozartian, who up to this point had played a thoroughly uninvolved Tamino, carried on unconcerned. unconcerned.

It was an interesting idea to give the role of Sarastro to Donald McIntyre, as a former Wotan once the ruler of a very different kingdom, but it did not pay off the voice is still an not pay on the instrument of action, while Sarastro's music calls for the calm of wisdom and magnanimity. Luciana Serra scored a property of the calm of wisdom and magnanimity. nimity. Luciana seria success as the Queen of Night, the tone diamond-hard, the col-oratura brilliantly sharp. Anthony Michaels-Moore made a plous Speaker and it was good to hear again the unmis-takable sound of Alberto Reme-dies as the First Armed Man.

Unfortunately, what was missing on stage was no more evident in the pit, where Stephen Barlow led an untidy rendition of the score that left orchestra and singers at odds with one another. Die Zauberflote should be an wondrous opera that plumbs the depths at one moment and reaches for the stars the next. At this per-formance all the effort was spent on trying to keep tha show together at ground level. A disappointing evening.

Richard Fairman

# 'BFG'-speak

F PROOF were needed of the continuing appeal of the Big Friendly Anthor, here it is, in row after row of little chiddlers confidently expecting a golden phizzwizard. And if that sentence caused you problems, you can count yourself excluded from the hizarre complicity of the late Roald Dahl and his mil-

late Roald Dahl and his millions of admirers.

The BFG (Big Friendly Giant to his friends) is a fantasy figure whose appeal, it would seem, lies largely in his re-invention of the English language as something rich, rude and incomprehensible to and incomprehensible to adults. The Teenage Mntant Hero Turtles did the same thing, but for a slightly differ-ent age group. Where the tur-tles use surfspeak, Dahl creates a giantwaffle hased on puns, violence and lavatorial humour. Its most hysterical joke, in this touring stage version at least, is a ripping whizzpopper produced by the BFG in front of the Queen. One need hardly explain what whizzpoppers are other than to say our young heroine, Sophie, finds them hilarious but the Queen is not amused.

With its play on language and its manipulation of scale, challenge, which the children's dramatist David Wood meets with his customary panache. He frames Dahl's story in a game of make-believe devised by Sophie to entertain party guests. A doll's house becomes the dreaded orphanage from which a puppet Sophie is seized by a BFG who minutes

earlier was the real Sophie's father. There are dream bottles, shadow puppet helicopters and curdblooding giant masks. Anthony Pedley's BFG comes as close as is bumanly possible to tha drawings of Quentin Blake: the benign and melancholic ecrawniness is there, although one misses the extra-usual ears. Flona Grogan, the 16-year-old discovery of the production, combines a piping childishness with a really rather mature ability to fade into the background, allowing the focus to move on to her

puppet double.
Wood's great quality as a playwright and director is his confidence in his audience's ability to make giant imaginative leaps, conpled with a refusal to shortchange them artistically. No expense is spared on the design, He jumps back and forward from children playing giants to giants eating children, with the coup de grace of a huge sedentary model of the BFG which sits at a table supported hy four grandfather clocks, stuffing sausages into his mouth.

One could carp about the compromises involved in dramatisation (it would have been nice, for instance, to see the queen's butler nillaging the palace for furniture to huild the giant's table), but this, I suspect, is adult pernickethness. The chiddlers in the audience seemed genuinely enthralled - and it certainly makes a change from tha telebunkumbox.

Claire Armitstead

#### The Official London Theatre Guide

ADELFII, Smad, bi 671-20 ...
Me and My Girl
T303-00902 & Charley Cross Prices &
ALBERS Schmetch La. 10197-807 UIS
Blood Strothers
& Leienster Square Prices T0836 630'01. & Leicester Square Prices: (2.50-122 ALLWYCH, Aldwych, Tel 197-196401 Julian Clary is Camping at the Aldwych Ends Mr. 9 T000-00002. O Holton Prices C. AT THE ALITHYCE BASIMER PRICES. CL-LTS
AMBASSADORS. West St. Televi-chi (111)
My Lovely. ... Shayrun Maidel From March 27
TOM-COMM. - Delenier Square Prices: C5-0-16-50
APOLLO, Seatherbury Are. Televi-chirg.
Don't Dress For Dimmer From March 20

English National Opera: Least Turn of the Screw/Rusalka

DOMINION, To 42nd Street

DURE OF YORK'S, Schlerin's Lo. Tel 671-634 ST22
Shirley Valentine
T000-43096. & Lebeurer Square Prices: 65-615-50

TBSSA30417. © Covers Garden Prices: 27-50-216-30 GALRRICK, Classing Cross Ed. Tel 871-579 8097 The Rehearts I THE Rehearts I TUSA SPORT. © Lettorster Square Prices: 27-50-27-50 GLOSE, Shadrashury Ave. Tel 871-437 3687 Map of the Fleart T COSta (2019). © Pricos Oby Corcus Prices: 48-714-50 HARMARDSC. Heymarkst. Tel 671-420 8090 Silly Cover. © Pricos Obs. Committee Total-quied. To recoming them 11 House 1 House

DYRK. Statistiony fee. Tel 971-073446
Five Guys Named Moe
T00040023-9-Ficesday Chem Prices: CL00-022-50 NATIONAL TERATES, South Back, PAGE ACCESS
ORNIC: THE WIND IN THE WILLDWISTINE TRACKIES
OF COTENERS AND THE TRIALITHE VISIT 100-C16
COTENIOR THE SHAPE OF THE TAILE
INVESTIGATION OF THE TRIALITHE VISIT 100-C16
TORNATORS AND THE TRIALITHE VISI (836-A30926 (Cityler) T 0636-20927 (Lyttelkon) 0836-A30928 (Cotteslor) ◆ Vilettico NEW LONDON, Druny La Tel 071-005 90723001 460-

T0836-030929, - Holborn Priore: 47-425

PALACE, Shububury Arc. Tel 071-434 (90) Les Miscrables T0006/2002 @ Leicener Square Prices: 6550-63 PRINCE EDWARD, Old Compton St. Tel 071-734 851 Children of Eden T0836-39706 & Leicener Squace Prices (10-25 PRINCE OF WALES, Coverary 54, Tel 877-139 8972
Aspects of Lave
T 0536-03037. 

Price C759-C5 SAMSON ST DALLLA 24.50-C.001
TORDAAD911. & Covent Gasten
SAMER'S WELLS, Rosebery Ave. The
Thre King and 1
TORSAL0090 & Angel Priors: 25-225
SHAFTESBURY, Shaftenbury Ave. Tell SHAFTESBURY, Shaftesbury As Out of Order Link Mar 16 The Mousetrap 10004430944, 49 Lolo

TORGE 430945. Covery Gentlem Prices: 67-620.50 126dy 083640996. 8 Victoria Poins: 17-CR50

RTEFALL, Whitchall, Tel 67,667 TOS second Persons Singular Uset Mer 16 Sections. — Cheming Cose Prices, 939-C1530 NDEFAR'S, Cheming Coses Rd. Tel 671-667 INS has the Buller Saw Sc. 50950. — Lefcester Square Prices 61-C6-50

Theatreline Call the 0836 Theatreline number his guide for more information and daily seat availability. Calls cost 33p off-peak or 44p at all other times from anywhere in the UK. Thestrelline is produced by S.W.E.T. in association with F.T. Cityline. For daily sent availability only Call 0836;

ages bine tides that stop the oles ver A nis: into adn 200 tro con tern Mar two 176 Just In islai and have the true sea let dir will sio dem UK A

- i

- San

ment games at Linares and Til-

The real problem for Short is that even if he survives Gel-

fand, the enouing matches

become progressively harder-perhaps ivanchuk, Karpov and

Kasparov in that order. Thus a

British world champion or challenger in 1993 looks a slim

hope, with better chances for

CHESS No 862

abedetgh

White mates in three moves at:

latest, against any defence (by JB of Bridport). JB was John

Brown (1827-63), a chees,

unknown who composed a series of elegant problems with

quiet, non-forcing solutions.

Solution Page XIX.

Leonard Barden

WHITE 3 MEN

Michael Adams in 1996.

**BLACK 3 MEN** 

burg last year.

CHESS

NIGEL SHORT, Britain's

highest ranked player, has

drawn Boris Gelfand, the world no 3, as his quarter-final oppo-

nent in the world champion-ship candidates. Other pairings

are Anatoly Karpov (USSR) v

Viswanathan Anand (India), Vassily Ivanchuk (USSR) v Artur Yusupov (USSR), and

Jan Timman (Netherlands) v

Viktor Korchnol (Switzerland).

The matches, each best of eight

games, will start simulta-naously in Brussels on 11

Short, aged 25 from West

Hampstead in north London,

pion Karpov or the dashing

lvanchuk who this week

defeated Gary Kasparov at Lin-

Gelfand is a tall and gan-

gling 22-year-old Muscovite

with the preoccupied bespecta-cled air of a nuclear physicist,

but who is recognised as one of

the sharpest minds on the international circuit. He was

joint winner of the Manila

interzonal, runner up to Kaspa-

Gelfand showed some falli-

bility in his recent candidates

eliminator, losing two games and winning the series only

Short's victory over Jon Speel-man was just as narrow, but he defeated Gelfand in tourna-

after extra time fast che

rov at Linares 1990.

ares 1991.

#### TELEVISION

SATURDAY

LWT

#### BBC1

00 introduction To Pure Maths. 7.30 Babar. 55 Eggs 'N' Baker. 9.35 Bravestarr. 9.00 Ding Live. 12.12 Weather. 12.15 Grandstand, 12.20 Basketball:

ARCH 3 IK

1. 1/2.

199<sub>1</sub> 1

ded by the ke
he mention he
such three
such three
efront of Re
if there is a
ikes to be a
if a governe

Tories may a sk of calling as the have sayed ing cash to mbarked on your cantrel state.

reached statement of the country entering the count

den seen in factor in fact

ew Bolgs

5

B

s maiors

등수 ·45 5분 ·41

St. Same about

Table 10

m Eco:

THE REAL PROPERTY.

es dependir

中國 地

I However, a secondary of the control of the contro

would bin hard san chief em of 51 per on wild have been stake remain to bring to chairman in a 2, 25 a nose

a sign is rill in form profession ageneral to profession ageneral to

nte

i Cq Ct Wi

Grandsteine, 12.20 basketusar.
Kingston v Maccabl Tel Aviv
12.00 News 1.00 Racing 1.45 New-bury: Philip Cornes Saddle of
Gold Hurdle 2.00 Haydock Park: Greenalis Gold Cup (H'cap) Chese 2.15 Gary Mason v Lennox Lewis preview 2.25 Rugby Union: Ireland v England live from Lans-downe Road 4.15 France v Wales highlights from Parle 4.50 Final

5,10 News Summary; Weather. 5.20 Regional News And Sport 5.25 Stay Tooned!

5.50 Jim'll Flx It. 6.25 'Allo 'Allo! The British eirmen ere stuck down the drain in the villaga square, and Rene plans to get them out using an old ice ream van.

6.55 The Paul Daniels Magic Show. Footballers Paul Gascoigne and Peter Shilton play Predictaball. Guest acts are Tom Lake and Kuniko Naraj and the comic Trampoline Guys while Paul him-self uses hie escapology skills lo avold death by giant domino. 7.40 Bergerac. The Assassin, Jim is summoned to e lonely castle in Brittany to meet the mysterious Hapgood who asks him to find

out who is threatening his ille. out who is threatening his ille.
Film: Anmed And Dangerous
(1966). Starring John Candy.
Eugene Levy end Meg Ryan.
Comedy about an ex-cop and an 8.35 tent tawyer who join e

10.00 News And Sport, Weather. 10.10 Carroll's Commercial Breakdown asper Cerrott opens an advertis-ing scrapbook featuring his own favourite televielon commerciale from around the world,

11.10 Film: The Pawnbroker (1985).
Starring Rod Stelger, Geraldine
Fitzgerald and Rock Peters. A Jewish pawnbroker lives in the world of his concentration camp memories and is completely dis-tanced from the reality that eurrounds his little pawn shop in New York'o Spenish Hartem, He is forced into the present as the harsh pressures of Hartem torce themselves upon him. Directed by Sidney Lumet 1.00 Weather. 1.05 Close

BBC1

6.00 The Pink Parities Show, 6.45 Open University, 8.55 Playdays. 9.16 Come Holy Spirit, 10.00

12.30 Country File. 12.55 Weather For The Week Ahead.

3.00 Film; One Born Every Minute (1967). Starring George C-Scott, Michael Sarrazin and Sue Lyon.
4.40 The Pink Panther Show.
5.00 The Clothes Show, Including

ties; lashions for the Thirtyso-mething generation and African influences on design. 5.25 Antiques Boadshow. 6.10 OK2 Telk Feetings. 6.20 News Summary; Weather. 6.35 Songs Of Preise from Westmin-ster Abbey. 7.15 Brush Strokes.

10.20 Heart Of The Matter. Coma. Joan.

11.05 The Days And Hights Of Molly

Dodd. 11.30 Mosaic. Evidence Unseen. More black offenders end up in jail than white; more blacks are

Bakewell goes to the USA to

Bakewell goes to the USA to meet relatives of come victims. Although such a victim is neither terminally lit or dependent on expensive machinery for survival, there are families who would prefer their dear-ones to die. But who has the right to decide such questions of life and death the medical profession, the Law or the families themselves?

remanded than are given ball.

Magistrates both black and white
ask whether young black Britons
are being fairly treated by the

youngsters' designs for celebraties; fashions for the Thirtyso-

cary; Weather.

News; On The Record: Martha

Kearney reports from Ireland on whether, in the light of the IRA bombing campaign, there is any sign of a withering of the historic claim within the republic to a united Ireland (postponed from

10.25 Mexico Vive. 10.30 Step Up To Wordpower. 11.15 A Way With Numbers.

12.05 See Hear! 12.30 Country FB

last Sunday).
2.00 EastEnders.

7.45 Lovejoy. 8.35 ButterBles. – 9.10 News.

9.25 That's Life!

News Sun Mesternic

#### BBC2

5.50 Open University, 12.15 Educetien, 2.45 Mahabharat | English subtities!

3.25 Laurel And Hardy Double Bill.
Stan Laurel and Dilver Hardy in
Them Ther Hills and in Tit for Tet.

4.05 Film: Caesar And Cleopatra (1946). Starring Vivien Leigh, Claude Rains, Flora Robson and Stewart Granger. Directed by

All timings on all channels are subject to alteration for post-GuB War coverage.

6.10 Late Again. Highlights of The Late Show, the arts and medie

6.55 Newsview. Followed by Weather-

7.40 Rhythms Of The World. Vive Zim-babwe. Thomas Maplumo, one of Africa's most innovative pop musicians, introduces perfor-mances from The Four Brothers, Stelfa Chiweso and Machanic wese and Machanic Menyeruke and links the music of Zimbabwe with the people'e struggle tor political Indepen-

8.35 The Godfather Family, Documentary looking at the making of The Godfather Irllogy, with interviews. enecdotes, excerpts and rarely seen screen tests thet make up a revealing portrait of Francis Ford Coppolo at work, Featuring Al Pacino, James Caan, Robert De Niro, Talla Shire and Andy Gar

9.15 Twin Peaks.

10.00 Film: The Godfather Part II (1974). Starring Al Pacino, Robert De Niro, Robert Duvalt and Diane Keaton. Flashbacks to the early life of Vito Corleone alternate with son Michael'o owift and bloody rise to Mafia ford in the Oscar-winning sequel to the 1972 original Directed by Francis Ford

BBC2

6.36 Open University. 12.08 Around Westmin-ster, 12.36 Scrutiny. 1.66 Open University. 1.26 Film: Heldi's Song (1962).

3.00 First Stage. An account of the tri-als and tribulations of a group of

3.30 From The Heart Of The World:

of the United Nations.

5.00 Rugby Special. Highlights of freland v England at Lansdowne Road and France v Wales in Parte

6.00 Clive James Talk Show, Clive is

7.15 Natural World, David, a Kenyan driver passionate about the well-being of his country's wild animals, takes the Natural World team on setari into deepest.

8.05 Naked Hollywood. Four Million

works.

8.55 Marget Fonteys — Tribute to Dame Marget Fonteyn de Aria

10.00 Screen Two: The Laughter Of

Dollars is Cheap: Hollywood agents; they steal clients from each other and cut multi-million

dollar deals on the felephone. An inside view of how the secretive tribal society of top agents really

Dame Margot Fonteyn de Arias, tracing her career with the Royal

ballet and including film of her dancing with Michael Scames, Robert Helpmann and Rudolt Nurcyev. Contributors include Moire Shearer, Dame Alicia Mar-kova, Dame Beryl Grey, Natalie Makarova and Sir Kenneth Mac-

joined by comedian Dave Allen.

The Money Programme. From Big Bang to Big Bust? Britain's

financial services industry faces a major ahakeout as it tackles

falling profits and bad debt. Tom Maddocks reports on how one of the big players, TSB, is dealing with the changed climate of the

dance piece.

Paris.

90s.

Africa.

young artists collaborating for the first time on a contemporary

The Elder's Warning. Last year a film was made about the Kogl, an

ancient civilisation still fiving deep in the Colombian jungle.

They had an important message for the rest of the world. We are causing the earth to die. Now they have been invited to deliver this warning to the Heads of State

1.15 Close.

6.00 TV-Am. 9.25 Motormouth, 11.30 The ITV Chart Show, 12.30 Saint And Greavaio. 6.00 Comic Book. 7.00 Trans World Sport. 8.00 The Channel 4 Four Oelly. 9.15 Chennel 4 Racing: The Morning Line. 9.25 Sing And Swing. 9.3 8 Same Ofference. 10.00 Free For All. 18.30 The Runaway Bus | 1954|.

1.00 ITN News. Followed by ITV National Weather. 1.10 Grand Sportsmasters. Three more of the elite from past

Sportsmaster rounds compete for e place in the quarter-finals. Hosted by Dickle Davios.

1.40 World Sport Special. Classic moments of sporting history from around the world. Followed by

The Day.

2.10 Golf: Pga Tour '91. Chrysler Cup.
3.05 Snooker. Poarl Assurance British
Dpen. The £75,000 final from The a double-bill of Mario Lanza Assembly Rooms, Derby, Tony Frencis introduces the action with commentary from Jon Pulman,

Rex Williams, Merk Wildman, Jim Meadowcroft and Dennis Taylor. 3.00 The Seven Hills Of Rome (1958). 4.45 ITN News. Followed by tTV National Weather. 5.10 LWT News.

5.15 Beverty Hills, 90210. The triels of lite continue for Brenda and Brandon Walsh as they settle down to their new life at West Beverty Hills High in California.

6.10 Catch 6.40 You Bett Linh Steel Ramparts, ebout 7.40 New Columbo: Columbo Goes To The Guillotine. Lt Columbo ie called in to investigate the death of e well-known magicion and mind-reader who is beheaded by hie own invention e trick guillo-tine. Starring Peter Felk and

tine. Starring Peter Felk and Anthony Andrews.

9.25 ITN News And Sport. Fellowed by iTV Netional Weather.

9.45 Aspel & Company, Guests include Stephanie Powers, Kavin Whately and Rory Bremner.

10.30 Snooker. The Pearl Assurance British Open. Final from The Assembly Rooms, Derby with Tony Francis Introducing the ection.

Film: The Streetfighter (1975). Charles Bronson plays a drifter determined to win enough money to escape the depression of the city through a series of prize fights, Also etarring James Cob-urn and Jill Ireland. Followed by

Guti News Report. 2.10 Adventure.
2.40 American College Football. Texas v Texae A&M. 3.40 Pausenfullers, 4.00 The Hilman And Her, 5.00 The Twilight Zone, 5.20 ITN Morning News.

#### SUNDAY

#### LWT

6.00 TV-Am. 9.25 The Disney Club, 16.45 Link, 11.00 Morning Worship, 12.00 Encounter, 12.30 LWT News Weekend.

1.00 ITN News. Followed by ITV National Weather.

1.15 War in The Gulf. An analysis of current events in the Gulf, pres-ented by Brien Walden and Don-ald MacCormick, Followed by The

2.00 Chartie's Angels.
2.55 The Match. Liverpool v Arsenal, live from Anfield, which could have e decisive effect on the outcome of the championship, With commentary from Brian Moore.

Bullseye. The darts quiz game, hosted by Jim Bowen. Athletics. Vauxhall International. GB v USA, live from Kelvin Hall. Glasgow, Jim Rosenthal presents the action, with commentary by Alan Parry, Peter Matthews and

6:45 Highway (second part of last week's programme from Treor-7.05 ITN News. Followed by ITV National Weather.

7.10 LWT News.
7.15 Trouble in Mind.
7.45 Murder, She Wrote.
8.40 ITN News. Followed by ITV National Weather

8.55 LWT Weather. 9.00 Agains Christie's Poirot. When Poirot visits a Victory Ball, it turns out to be far from the relaxed evening's entertainmen he is had hoped for. Starring David Suchet, Hugh Fraser and Phillip Jackson and guest etars, Haydin Gwynne, Nathaniel Parker and Natalle Stater. Cool Head. Starring Phil Cool.

10.30 The South Bank Show. Dancer Rudoff Nureyev achieved freedom in the West 30 years ago. Since then he has become the most temous dancer in the world. In this last edition of the present series, he telts Melvyn Bragg how his dreams were realised. The programme also includes an interview with Dame Mergot Fon-

teyn. Followed by The Day. 12.30 The ITV Churt Show. 2.00 New Music. 3.00 Pick Of The Week.

3.30 Indy Car Racing, Mariboro GP.
4.30 Lawless Years. 5.00 Wanted: Dead Or Alive. (B/W). 5.30 ITN Morning News.

RADIO

#### CHANNEL4

12.00 Saturday Men. Vintage documentary profile of West Bromwich Albion including a younger Bobby Robson. (B/W) 12.30 The Munsters. The Midnight Ride of Herman Munster, Herman Munster becomes involved with e

geng who steel his car. (B/W)

1.00 The Student Prince (1954). First in films, thie romantic comedy stars Edmund Purdom (sung by Mario Lanzal as e prince sent to Heidel-burg to finish his education, where he falls in tove with the niece of an innkeeper.

Romantic musical sterring Mario Lanza as a television personality who travels to Rome after a tiff with his girlfriand, and there meets up with e local girl.

4.55 Visit Progue, 5.05 Brookside Omnib 6.30 Right To Reply. Liz Forgan, direc-tor of programmes et Channel 4, defands tha screening of Vinh

United States bombing of Viet-nam, and Channel 4's Gult war coverege generally. 7.00 The World This Week. Will the end of the Gulf war raise opti-

end of the Gull war raise opti-mism about the world economy? As Estonie and Latvia hold refer-endums on their independance, a look at the strong relations between the Baltic etales and the Scandinevien countries. A look at the outbreak of chotera in Poru. 8.00 Land Of Europe 4: Rift Valleys.
Documentary tracing the progress of Liantrothen in North Wales from rurel idyll to linguistic battleground. Traditionally e stronghold of Welsh culture, it lo now experiencing an Influx of English settlers planning to live d work there.

10.00 4-Play: In The Border Country. 11.10 The Secret Cabaret. 11.40 After Dark. What will be the cost of the peace in the Gulf? A Pales-tinian businesswoman, an Israeli

CHANNEL4

8.00 Trons World Sport. 7.00 The Complete Sider. 7.30 Dr Snuggles. 8.00 The Blutfars. 8.30 Bobobobs. 9.00 Early Bird, 9.25 Sangeet Anjali, 16.00 A Week in Politica – Second Reading. John Major's reaction to the end of the Guif war; examination of the Swindon parliamentary constituency, a key marginal. 18.45 Dennis. 11.00 Booni 11.30 Star Test.

1.00 Voyage To The Bottom Of The Sea. Doomsday,

2.00 Film: You Can't Take it With You

end James Stewart.(B/W)

5.00 Scottish Eye. Revealing how the personal funde of the mentally ill

6.00 Press Gang. 6.30 The Wonder Years. American

over the Thanksgiving hollday.

8.00 Channel 4 News.
8.00 Orchestral Last programme in which Sir Georg Solti rehearses and conducts e full performence of one of his tayourite pieces, Richard Strauss' Don Juen, with Dudley Moore end the Schleswig Holstein Youth Drichestra.

8.30 The New Age. In today'e tinal programme, Kay Avila hosta an open forum for the 40 guests of

9.00 The Medits Show. Royally and Television.
9.45 Film: Nightshift (1982).
11.45 Mothers Behind Bare.
Documentary ebout e project et Bedford Hille Maximum Security Prison in upstete New York

the series to assess the impact

that new age ideas could have or our eoclety.

devised by a Cetholic nun to sus-tain relationships between

Imprisoned mothers and their

(1938), Frank Capre'e Oscar-win-ning comedy about a tamily of eccentrics headed by Lionel Bar-rymore who come into conflict

with-a tycoon with designs on the

family home for e property devel-opment scheme, With Jean Arthur

in Scottish long-stay mental Insti-tutions are now used to plug the gaps left by NHS cash enortages.

medy in which Kevin Arnold looks back to 1968 when he was

rupted when Jack ie promoted and his first task as regional maneger lands him in Pittsburgh

9.00 LA Law.

12.00 The Waltons.

4.20 Windy Day.

5.30 Kersplati

5.45 Grim Tales.

tinlan businesswoman, an Israeli erms brokar and an International banker are emong the guests who discuss how the billions of doflars needed to rebuild Ireq and Kuwalt will be opent.

#### REGIONS

6:00 The Art Of Landscape, 18:00 The Garden Club, 19:30 Free For All, 11:00 Travelog, 11:30 Remote Control, 12:00 Jonathan Ross, 12:30 Sumo, 1:00 North Pole Expedition, 1:30 Firsing V Cymru, 3:40 Film: Chee't Up sterring Stanley Lupino, Sally Gray and Roddy Hughes (8/W). 5:50 Mr Magoo 6:30 Newyddion/News, 5:45 Canlgymru 1991, 7:30 Cyngerdd Sobin A'r Smaeliald, 8:20 Y Maes Chwarse, 8:39 Film: Letter Te Brezhow sterring Peter Firth, Altred Molina and Margi Clarks, 11:15 The Land Of Robert Burns.

ISA Regions as London except at the following times:-

AMOUTA 1:05 Anglia News. 2:18 The A-Team. 5:19 Anglia Nows.

1:05 Border News. 1:40 The Sitk Road. 2:40 Spectacular World Of Guinness Records. 5:18 Border News And Border Birthdays. CENTRAL

1:05 Central News. 2:19 Mattock. 5:19 Central

1:05 Diary Detes, 2:19 The Life And Times Of Grizziy Adems, 5:19 Channel News, 5:15 The Wingum Pom. GRAMPIAN 1:05 Grampian Headlines, 1:40 Abairt 2:18 Cor-enation Siroet, 5:00 Scotsport Results, 5:19

Grampian Headlines. GRANADA 1:05 Granada News, 1:40 The Oldest Rookle 2:35 The Speciecular World Of Guinness Records, 5:19 Granada News, 5:15 First Divi

HTV WEST 1:05 HTV News. 2:18 The Young Riders. 5:18 NTV Wates as NTV excepts 5:18 Surprise! Surprise!

SCOTTISH 1:00 Scotland Today. 1:40 Here Come The Dou-bla Oeckars. 2:05 This is America, Cherile Brown. 2:15 The Spectacular Worlo Of Guin-ness Records, 5:00 Scotlaport Results. 5:18 Scotland Today. 9:40 Scotlan Weather.

1:00 TSW News. 1:40 The South West Week 2:18 Badminton. 5:18 TSW News.

TVS 2:10 The Life And Times Of Grizzly Adams. 5:10 TVS News. TYNE TEES

1:05 Regional Nows. 2:18 The A-Team. 5:18 Northern Life - Saturday Special. ULSTER 1:05 Ulster Newstime. 1:40 Wresding. 2:40 The Munsters Today. 5:18 Ulster Newstime. 5:40 Ulster Newstime.

1:05 Calendar News. 1:40 The A-Team. 2:35 The Spectacular World Of Guinness Records. 3:00 Mister Magoo. 5:18 Calendar News.

#### REGIONS

\$4C Water as Channel 4 excepts
925 The Adventures Of Tin Tin, 9:20 Boom!
1045 Voyage Te The Bottom Of The Ses, 11:45
Keraplad 12:55 Acen. 1:20 O Bedwar Ban, 1:30
Burw Misen, 2:00 Shark Cellers Of Kontu, 3:00
Cutting Edge, 4:00 Film: Pin-Up Qirl, 5:30
9Infonietta, 6:30 Grim Tales, 6:45 San Steffan,
7:00 Newyddion/News, 7:10 Holl Hwn A Holl
Liall, 8:00 Hel Strason, 8:30 Dechrau Canu,
Dechrau Canmol, 8:00 Mwy Na Phapur Newydd,
8:45 Finlaue 3, 16:05 Small Stages, 11:35 The
Media Show. Media Show

Media Show,
IBA Regions as London except at
the following times:ANGLIA
12:30 Farming Olary, 12:55 Anglia News, 2:00
Members Only, 2:25 The World Of Golf, 7:18
Anglia News,
BOSEDER
12:30 Gardening Tima, 12:55 Border News, 2:00
McCloud, 2:30 The Metch, 7:18 Border News,
CENTTRAL
12:30 Gardening Time, 12:55 Central News, 7:19

12:30 Gardening Time. 12:55 Central News. 7:19

Central News. 12:30 Reflections, 12:35 Les Frenéals Chez-vous, 12:50 Tele-jornal, 1:18 Welden, 2:00 The Wonderful World Of Olsney, 7:18 Channel

10:45 Pick A Number, 11:15 Link, 11:30 Sunday Sorvice, 12:39 Jack Thompson Down Under, 12:55 Grampian Headlines, 2:00 Curling, 3:00 Viv On Sunday, 4:00 Bullseye, 4:30 Scotsport, ORANADA

HTV WEST
12:30 Citye's Walks, 12:55 HTV News, 2:00 HTV
Newsweek, 2:30 Here Come Tha Double Deck07:2, 7:16 HTV News,
HTV Wales as HTV excepts
12:30 Jamy's, 2:00 Farming Wales,
SCOTTISM

10:45 Gien Michael'a Cartoon Cavalcade. 11:15 Link, 11:30 Sunday Service, 12:30 Crann Tara. 12:55 Scotland Today, 2:90 Scottish Supplement, 2:30 Bullseye, 3:00 Viv On Sunday, 4:00 Taxi 4:30 Scottport, 7:18 Scotland Today, 8:55 Scotland Weather.

12:30 Farming News. 12:55 TSW News. 2:00 Fisheries News. 2:15 Cartoon Time. 2:25 Katts And Dog. 5:05 Coronation Street. 7:10 TSW

12:25 Goale On Scholey. 12:50 Calendar News. 6:00 Tha Life And Times Of Grizzly Adams. 7:18

1230 Granada This Week, 2:00 Richmond Hill, 5:05 Coronalion Street, 6:00 Alhiatics, 7:19 Granada News.

News. TVS Venter And Familia Weather 200 The Wenderful World Of Oleney. 7:10 TVS News. TVNE TEES

TYNE TEES
12:25 Breakthroughs. 12:55 Regional News. 2:00
The Spectaculer World Of Guinness Records.
2:25 The Back Page. 5:05 Coronation Street.
6:00 Athletics. 7:19 Regional News.
ULSTER
12:30 Gardening Time. 12:55 Ulster Newstime.
2:80 Shorl Story Theatre. 5:05 Ceronation
Street. 6:00 Athletics: Yauxhell International.
7:10 Ulster Newstime. 8:35 Ulster Aports
Reguills.

children.

12.45 Close.

## SATURDAY

11.30 Soub.

12.00 Rapido.

12.35 Close.

. . . . .

BBC RADIO 2
4:00 Oxve Bussey, 6:08
Graham Knight 7:45 Take 21
5:65 Ronnie Hilten. 2:00
Brian Matthew, 1:00 AnneRobinson. 12:00 Gerald
Harper. 1:30 The News
Huddines. 2:00 Robin Ray
On Record. 3:00 Gerry
Anderson. 6:05 PhR Kelsal.
2:00 Cheena 2. 8:00 Music
By... 5:00 Bob. Holness
Requests The Pleasura, 7:00
Jazz Score. 7:30 Saturday
1:26 Europhile,
1:26 Westher.
1:26 News; The News Gutz.
1:26 Westher.
1:26 News; The News Gutz.
1:26 Westher.
1:26 News; The News Gutz.
1:27 The News Gutz.
1:28 Europhile,
1:28 Eur

236 Tuning Up.
306 Harz Record Requests.
806 Taint Opinion.
806 Chini Miller.
1006 Thind Ear.
1028 Robert Simpson (1997

12.00 The Sky At Night. 12.20 Materials 1.00 Weather.

BEC RADIO 3 eas Open University: Open Forum. 6:35 News Summary; CS News Summary,
Weather,
7:06 Mews.
2:06 News.
2:06 News.
2:06 Skirrday Review With
Richard Octome.
12:05 News.
1:00 News.
1:00 BBC Lunchtime Concert.
2:05 Langham Chamber 288 Langham Chamber Orchestra. 288 New Chamber Exemplo Of Wales.

BBC RADIO 5
8:00 World Service:
Newsdesk.
8:39 Morning Edition.
8:00 Sport.
8:02 Os Your Marks.
12:00 News followed |
Sport On 4 Plus 1.
12:30 Sport Cn 5.
8:00 Bports Report.
8:00 As Radio 4.
10:00 Sport.
10:15 As Radio 4.
11:06 Sport. 11:06 Sport. 11:19 World Service. 12:80 News And Sport. 12:05 Close. 12-05 Close.

WORLD SERVICE
BBC for Europe can be received in Western Europe on Medium Wave \$49 kHz (453m) at the following times (MTT: 5:00 German Features, 5:35 News in German; Headlines in English And French, 5:47 Press Review, 5:52 Financial News, 5:55 Wester & Travel News - 8:00 Newsdesk, 6:30 Londres Moin; News in French, 6:59 Westher, 7:00 World News, 7:15 24 Hours: Extended Edition, 8:50 World News, 8:5 250 News, Any Answers?.
250 Saturday Playhouse.
450 Science Now.
250 God And Caesar.
252 Week Endlog.
250 Shipping Forecast.
255 Weather.
258 Shipping Forecast.
255 Weather.
258 Citizans.
7:10 Stop The Week.
7:55 Classic Serial.
245 Kaleidoscope.
215 Music in Mind.
250 Ten To Tert. 9:60 Ten To Ten. Emphoen Emon. son work News. 8:09 Words Of Faith. 8:15 A Jolly Good Show. 9:09 World News. 9:18 Sweins Stars. 8:38 Financial News. 9:38 Sports Roundup. 9:4 9 10:00 News. 10:15 The Gift Me Dotti 18:45 Postry Of Popular Song. Network UK. 10:00 World News. 16:15 Letter From America. 19:30 People And Politics. 11:00 Newsdesk. Song. 11:00 Richard Baker Compares Notes. 11:28 Girls Will Be Girls. 12:98 News. 12:39 Shipping Forecast.

6:39 Heute Aktuell: News And aport in German. 7:00 German Features. T:5 4 News in German. 8:06 World News. 6:09 Basing Stars. 8:25 Words Of Felth. 8:30 Meridian, 9:00 World News. 8:15 Frem Our Own Correspondent. 5:45 Write On... 2:35 Sports Roundup. 10:00 Newshour, 11:05 World News. 11:08 Seak Chaice. 11:15 A Jolly Good Show. 12:09 Newsdeek, 12:30 A Year In Paris On £100, 12:45 Play Of The Week: Where The Lovernaking Does: 9:00 Newsdesk, 2:30 The Jews Of Newscask 230 in Daws of Eastern Europe . 3:00 World Nows. 3:15 Society Teday. 3:30 From Dur Dwn Correspondent 3:50 Write On., 3:59 Woether, 4:00

Action was a state of the

11:59 Travel News. 12:00
World News. 12:15 Multitrack
3. 12:45 Sports Reundup.
1:90 Werld News. 1:15 24
Hours: Extended Edizion. 200
World News. 2:15 Club 648.
2:30 Sportsworld. 3:00 World
News. 3:15 Sportswerld
Contd. 4:90 World News. 4:15
BBC English. 4:30 News And
Features in German. 4:59
Travel Naws. 5:00 News
Summary. 5:15 Sportsworld:
Sinai Results. 5:30 Londors
Soir: News And Features in
French. 6:14 News Headlines
In English. 6:19 BBC English.
6:30 Heute Aktuell: News
And Sport in German. 7:90
BBC RADIO 2
4:98 Oavid Allen. 9:00
Graham Knight. 7:30 Oan
Macicen. 9:05 Ganny
Graham Knight. 7:30 Oan
Macicen. 9:05 Globam
Graham Knight. 7:30 Oan
Mac BBC RADIO 3 6:35 Literature in The Modern World. 6:55 News Summary; Weather. 7:00 Morning Concert.

8:30 News. 8:35 Music From The Dresden Court. 9:15 Isaac Stern. 16:15 Music Week! 11:05 From The Proms 1990 12:40 Replay. 1:00 News. 1:05 Your Concert Choice. 2:30 Chamber Music From Orchestra. 5:15 Opera News. 6:00 Contrile Heart. 7:30 The Fool. 9:40 SBC Symphony Orchestra. 10:40 A Monighetti Rechal.

**BBC RADIO 4** \$:55 Shipping Ferecast 8:00 News Summary, Weather 5:10 Preluda. 6:20 News, Merning Has 6roken 8:55 Weather. 7:00 News. 7:18 Sunday Papers. 7:15 On Your Farm. 7:40 Sunday. 8:50 Appel. 8:55 Weather. 9:10 News.

\$55 Weather. 9:00 News. 9:19 Sunday Papers, 9:15 Letter From Ame 9:30 Morning Service 10:15 The Archers 11:15 News Stend. 11:30 Pick Of The Week 12:15 Desert Island Discs 1:00 The World This Weekend. 1:55 Shipping Forecast. 2:00 Gardeners' Question Time. 2:30 Talking Heads.

3:05 Stamping Feet, 3:30 The Radio Progn 4:00 News; Analysis 4:47 Time For Verse. 4997 Inter for Yorse. 5:00 News; Down Your Way. 5:00 Oragons Of A Feather. 5:50 Shipping Ferecast. 5:55 Weather. 8:00 News; Sports Round-Up 6:15 The Professionals. 6:30 Europhile. 7:00 Ecuador Days 7:30 Bookshell

SUNDAY 9:00 Enquire Within. 8:18 The Natural History 8:19 The Natural Histo Programme. 9:59 Westher. 18:15 J Arthur Rank. 11:30 Seeds Of Faith. 12:00 News. 12:33 Shipping Forecest. 12:43 Close

BBC RADIO 5 6:00 World Service: Newsdesk. 7:30 Gunday Edition. 9:00 Eport. 9:02 This Family Business. 10:30 Education Matters. 11:00 Sport. 11:02 A Century Romembered. 11:30 The Price Of Greens. 12:00 Sport. 12:03 Open University. 2:00 Sport. 2:02 As Radio 2. 3:00 Football Extre 5:02 As Radio 4. 9:00 Sports Round-Up. 6:10 Bob Hatton Rattle 5:40 Fenshawe On Five 6240 Fenenawa On Five. 7:20 Open University. 9:30 Nightbeal 9:30 Across The Lina. 11:30 World Service: World

WORLD SERVICE BAC ter Europe can be received in Western Europe on 648 kHz (463m) of tho

5:89 German Features, 5:35 News In German; Headlines In English And Franch. 5:47 Press Review, 5:52 Financial News, 5:58 Weather & Travel News, 6:00 Newsdesk, 6:30 Lendres Matin; News In French, 6:59 Weather, 7:00 Werld News, 7:15 24 Hours; Extended Edition, 6:09 World News, 6:09 Words Of Fatth, News . 5:09 Words Of Falth. 5:15 Music For A While With

Richard Beter. 9:00 Werld News. 8:15 Backing Tha Canvas: The Restorer. 9:30 Financial Reviaw. 9:40 Book Choica. 9:45 Sociaty Today. 10:00 World News. 10:19 Science In Action: Shert Edition. 10:30 In Praise Of God. 11:05 Newsdeak. 11:39 Midl Magozine: Nows And Features In Franch. 11:59 Trevel News. 12:00 World Nows. 12:05 Play Of The Week: Where The Levamaking Osas Ge On. 1:08 World News. 1:15 24 Hours: Extended Edition. 9:09 World Naws. 2:15 Eports Reundup. 2:39 Anything Reundyp. 2:39 Anything

Reundyp. 2:39 Anything Goes.
3:86 World Naws. 3: 18 International Rocital. 4:00 World News. 4:15 BBC English. 4:39 News And Foatures in Germon. 4:59 Travel News. 5:00 World News. 5:15 Club 648. 5:30 Londree Soir: Newe And Features in French. 6:14 News Headlines in English. 6:35 BBC English. 6:30 News And Features in German.

BRIDGE

♠ K Q 9 8 7 4 ♥ A 10 4 ♣ J 10 ♥ J 9 2 ★ K Q 6 ★ K 7 6 2 9742 **4** 10 5 4 3 **♠** A 6 2 ♥ Q 8 8

Pairs of good\_standard:

J 10 3 AQJ8 South dealt at love all, and opened with one club, North answered with one spade, and Sonth rebid one no trump. North now forced with three diamonds, Sonth gave preference with three spades, to four no trumps South replied with five hearts, to five no trumps he replied with six diamonds, and North's six no trumps closed the

After some thought I led the heart two, the king won, and my partner played back the heart three, taken hy the queen. The declarer crossed to

auction.

the heart ace, then cashed five rounds of spades. This left East THIS HAND is from Mixed holding king, queen of dia-monds and king, seven, six of clubs. The diamond ace was cashed, and now the last spade from dummy squeezed my partner. She threw a club. South finessed his club knave, then cashed the ace, dropping East'e king, and the queen was his 12th trick.

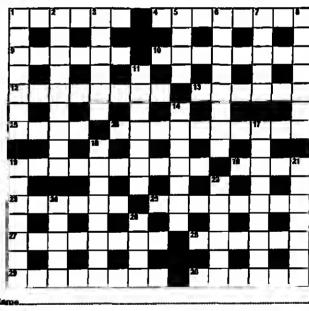
Good dummy play, but what about defence? My choice of opening lead was not the best, 
the diamond seven would. have left South with no chance - but it was not fatal. East's heart return at trick two was fatal. She should have returned the diamond king, you say. No, that does not do any, Dummy's singleton club is

the clue. The two of clubs is the killer. The declarer finesses, his knave successfully but the squeeze has heen destroyed. The lines of communication in the club suit have been cut. Counting shows that South. cannot make more than 11'

E.P.C. Cotter

## CROSSWORD

No. 7,483 Set by DINMUTZ Prizes of £15 each for the first five correct solutions opened. Solu-tions to be received by Wednesday March 13, marked Crossword 7,483 on the envelope, to the Financial-Times, Number One South-wark Bridge, London SE1 9HL, Solution on Saturday March 16.



**ACROSS** 

1 Refund or reinststement? (6)
4 Apartment people in Derby, for example (4.4)
8 Crusty, like e southern taxidriver (6)
18 Payout for bus-rides, perhaps (8)
12 A way into new flight (B)
13 Gender seen in 21? (6)
18 Planned go at encircling Julius

Caesar (4)
18 Get the slip adjusted and have a good night's rest (5,5)
18 Couch shrinkage? (10)

20 This turns out to be e language of Ghana (4) 23 Hard stone, dark red, bounding

23 Hard stone, cark red, bounding motorway (8)
25 Whet goes wrong in hooter, may! (8)
27 Heether, opproaching lake, stips perhaps (8) 28 River-study to London Town?

(6) 29 Hailte to startle sallor (4-4) 30 Jumps and hits the road (S)

DOWN
1 Second-chance-te-relex method? (7) 2 Orink one at a time in o tantalising way (9)
3 Taking libertico with time throws ber out (6)
5 Long time in study (4)
9 Make list of things forbidden, at the last minute (8)
7 Real of strong that complex the

7 Part of stage that carries the strings (5) 8 O for one! (7)
11 Lanolin women love to float, st

sea (4-3) 14 Listens always to rumours (7)

Cut, more traditional feature of the Oval (9) 19 Country house reported draughts from over the Atlantic

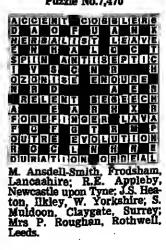
SECOMOBITETING
PSURESLING
PSURESLING
PSURESLING
RESLING
RESLIN Puzzle No.7.470

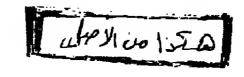
19 Trae around univorsity is

tavoured (7)
21 Stay-in spelt of striking? (7)
22 Channel is smooth, they say

24 Chap in charge is crazy (5)

25 Notice score? (4) Solution to Puzzla No.7,482





ages bine tides that



Private View

# Woman who bares men's souls

Christian Tyler meets the sculptor Elisabeth Frink

ARE her medium. Through them - their heads, faces and naked Dame Elisabeth Frink expresses anger at their cruelty and tenderness towards

their vulnerability.
Repression, violence and war have shaped her career as a sculptor. Childhood memories of World Wer Two inspired her early figures of birds, hird-men, flying and falling men. The sinister heads of men in goggles in the late 60s were descended from the Algerian civil war. Torture and state tyranny were reflected in the closed eyes of the "Tribute" heads she made for Amnesty International in the 70s. . War was still raging when I met Elisabeth Frink this week in her studio deep in the Dorset country-side. It was very much on her mind.

"I think I have always been interested in the business of war," she said. "In war we are all victims, including the fighting forces, I find It npsetting. I'm angry about it, too
I'm very angry about it because
this is a war that shouldn't have

happened. "Saddam Hussein was a known monster ten years ago. Yet the whole of the western world was seliing him hardware. That I find very hard to take. The thing I'm really angry about is all these fat cats making a lot of money out of selling arms. They are merchants of death."

"Angry" is a word that Frink uses a lot. But it can give a wrong impression of ber. So, for that matter, can her sculptures: they are Intimidatingly large and their expressive power is contained, bottled up to the point of ambiguity.

The woman behind those brooding men could not be more different. She is lively, direct and warm. obsession about her, nor grandness. Apparently untonched by early fame or her years as an artist of international reputation, she seems, in a word, fulfilled. Elisabeth Frink is 60 but says that age does not matter. You cannot disagree. You

can hear the girl in her voice and see her behind the eyes. Some people have seen Frink as e feminist and har artistic commentary on cruelty as an indictment of men in general. The opposite is nearer the truth: she uses men as her medium because she likes them.

I asked her why (with very few exceptions) she did not sculpt or draw women.

'Ah, yes. It's very strange that, but there it is. I'm not a feminist, I'm really not." When you say you're not a femi-nist, what sort of feminist aren't

"I think the feminist movement was an excellent movement that helped an enormons number of women achieve something they never would have done. I have never had to fight for the fact that l am a woman, ever. So I've been extremely lucky. But it doesn't arise in art at all, really. You're either a good painter or sculptor or a bad

one."
Is it the man-hating variety of feminism you're against?
"T hate that. I think in a wey they

made the men seen small. They diminished him in order to get level. It wasn't necessary to do that, But I do recognise that a lot of women needed help." She has more specific reasons for

concentrating on the male.
"I happen to find that the male figure says much more to me than the female figure. I enjoy looking at It and using it as e vehicle. I mean, I recognise a beautiful woman as a beautiful figure, of course, but It says nothing to me. It's extremely difficult to sculpt, too. Probably that's why.

Was she interested in the male body in the same way that male painters were always painting

ing. It goes back to the husiness of nudity and nakedness. A lot of my figures are naked because they are vulnerable. They are either running away from or towards a situation. My running men have nothing to do with athletes. They're fugitives,

usually.
"But I have done a big seated man now, which I like. He's just a hig naked man, a nude msn. because I enjoy the whole husiness of seeing a nude man sitting. It's a

rather contemplative piece.
"Most men paint women hut a very much lower proportion of women paint men, funnily enough. Why is that? Maybe it's a sort of ego

thing.
"I think men are much more beautiful. But then I'm a woman." So it is about sexual attraction,

"Oh, yes it's about sexuality. Defi-nitely, yes, I like men. I always have. But equally I like women, as friends."

She agreed that men could feel

'I think men are much more beautiful - but then I'm a woman'

uncomfortable about the exagge ated, even aggressive way in which she handles their nakedness. In the Far East, particularly, men were nervous of what they saw as erotic art practised on them by a woman. "But, you see, my sculptures are not sexual objects, either. My male nudes are not about sexuality par-ticularly. They are symbols of other things. They are vehicles for another idea."

1 said that some of the faces

looked like her. "It's also been said that they look like Alec Guinness, portrayed him). They also have a lot to do with my son's head - he has a marvellous head. I feel there is an awful lot of him in them."

In terms of physical strength, men and women were not so differ-ent. But their minds were. "I think

a woman thinks round e thing. A man will think through a thing. Men's minds are very strong. Womeo's miods and bodies are probably more interlocked. Women

cope with their physicality."
Is that true of you? I asked.
"I think so. There is a more ordered connection between the mind and body of woman somehow, because she has to put up with a lot - she has to put up with childhirth. She wants that, but it is something

that is put on her as well." Women more more devious and more intuitive. "I'm very keep on that hecause most of my work is done intuitively. Artists are naturally intuitive by the nature of what

The point of her (or any artist's) work, she said, was to campaign for freedom of the spirit. "If one could say I have a religion it is that man should be free in his spirit. That's very important to me. And that applies to animals as well."

Frink was brought up a Roman Catholic but says she has abandoned it. She was an unruly convent schoolgirl, but not an unhappy one. She is angry about the attitude of the church in places like South America, which, she said, was forcing priests to become soldiers. She says she hates religion now.

"To me the most important thing is respect for life human life. Killing is wrong. I find religions have been responsible for the worst wars."
I asked if she was party political.
"Not really. I think most artists

But they would generally be put on the Left?

"Yes, they would. But then you see I wouldn't put myself on the side of what communism did at all because that was quite horrendous. The human suffering that communism caused was beyond belief."

She supports Amnesty Intern tional because, she said, it was even-handed in its exposure of repression and torture. "You have to look both to Right and Left, don't you, for bad things. The one is as bad as the other." Stolcism in the face of cruelty

and suffering is one of the virtues she most admires. Again, she finds it in animals as well as man.

Elisabeth Frink grew up in the Suffolk countryside and the house in Dorset where she lives with her third husband, the Hungarian-born Alexander Csaky, is dotted with animal maquettes and drawings. There are chickens, ducks, dogs and racehorses in the garden and out-buildings. Her studio is dominated by a higger than lifesize equine fig-ure, which she intends to call "War Horse". Her next project is likely to be a series of men with baboons.

"But I'm not an animal sculptor as such," she said. "Tha only two animals I'm really interested in are the horse and the dog because of their relationship to man. They have served man for thousands of years. My horses are lifelike but they are not social horses — horses for jumping, horses for racing, for eventing. They have everything to do with the spirit of the horse, their stok racijiance." stolc resilience."

If her figures are becoming generally calmer, it is not because she feels less strongly but because the feeling is being pushed further beneath the surface. In her latest hig work, the four heads of the "Desert Quartet" (pictured above), the faces have become those of seers or visionaries, she said, with open, far-seeing eyes.

The slaughter of the Gulf war will not impinge directly on her work, she said. Nor will she make her

figures more explicit. 'It doesn't work. I've seen explicit sculpture. It's horrible. It's over the top and it doesn't affect people." Forty years of grappling with buman cruelty and suffering has not made Elisabeth Frink by any

means a pessimist. "The answer is in the end that we might be moving towards a greater humanity," she said. "One has to be positive and one has to be optimistic. And I do think that people are more aware of evil than they were before.

So you think men are changing?
"Yes, 1 do. 1 do think they're changing their character."

# A night with the toffs

Michael Thompson-Noel

I HAVE been catching up on Jenul-fer's Diary this week – not the March or February diary but the January version which is spread, with eclat, across 11 pages of Harp-

with éclat, across 11 pages of Harpers & Queen.

The reason I am still struggling with January's Jennifer is that I can only manage it in extremely small takes — nibbles, really, tiny canapés of print which I savour on the tongue, like pellets of caviar sheathed in gold foil, before swallowing fastidiously.

The reason I can only manage it in extremely small takes — nibbles,

in extremely small takes - nibbles, really, tiny canapes of print which I savour on the tongue, etc., etc. – is that Jennifer gives me a headache, a pounding, grounding, noon-bright headache that crashes over me in waves like Bondi surf.

waves like Bondi surf.

Do not get me wrong. The reason that Jennifer's Diary gives me a headache is not its pottiness, which I revera; nor its hreathlessness, which I rate as art; nor its obsequiousness, which is honourable and fitting; nor the breezy nostalgia that it often gives off, like a swooning whist of lilac at an unexpected funeral.

No, the reason I get a heedache when reading Jennifer's Diary is caused by nothing less than envy—the realisation that

the realisation that the number of toffs

the number of tons
that are available
to attend Jennifer-like functions —
weddings, christenings, fox hunts,
parties, dinners, banquets, exhibitions, fairs, fashion ehows, balls,
what have you — is not only astronomical hut apparently growing at an astronomical rate, judged by the names I read in Jennifer of whom I have scarcely heard.

have scarcely heard.

It really must be envy, for I have long outgrown tha fancy, prevalent among the young, that I myself am remotely special. When I was small – say three-and-a-half – I assumed I was titled, possibly royal, about 30th in line to the English throne. This is perfectly common among This is perfectly common among the common, and is soon eroded by the joys of childhood: bullying, starvation, choral singing.

But what amazes me when I dip
into Jennifer is the total tonnage of

toffs currently gadding and flitting and supping like honey-birds. Take the event last December known as "Lt-Colonel and Mrs Blair Stewart-Wilson At Home in the Ballroom of

I bet it was exciting. Certainly it was gracious and beautifully organised. In addition, says Jennifer, the staff were "wonderful." According to Jennifer. The party that Lt-Colonel and Mrs Blair Stewart-Wilson gave in

the ballroom of the newly-refur-bished Dorchester Hotel, was a truly super one, with around three hundred and fifty guests. We all entered the Dorchester through the main entrance, and found that the foyer has been extended so that now you can get straight in to the ballroom, from doors just beyond the Grill Room. There I stopped to have a look, and found it looking very fresh and welcoming, with nothing changed structurally ... Our hostess Mary Stewart-Wilson wrote that lovely best seller Queen Mary's Dolls House, and in May, her next book The Royal

Metos, will be published. Metos, will be published."

I am not greatly aware of Queen Mary's Dolls House, which shows how far adrift I am, socially and culturally. Worse, I am familiar with only a few of the glamorous toffs that nightly pass through the Dorchester's main entrance and swing through the extended foyer towards the ballroom, noting, glatly that nothing has changed dily, that nothing has changed structurally, in spite of the refur-

I am familiar with the royals. of I am familiar with the royals, of course – the princess-who-shops and the one who galumphs, the comings and goings, all that money. I have even heard of Mr Marmaduke and Lady Susan Hussey. I think we met, and talked about horses, or possibly not. But scanning Jennifer from tiara-topped start to scarle-nailed toe, I do rather wonder who Mr and Mrs Christopher Wysock-Wright might be.

Or Lady Ursula d'Abo? Or Mr and Mrs John Anstruther-Gough-Cal-thorpe? Or Mrs Kiki McDonough? Or Miss Nadia Stanicoff? Or M Lewis Ufland? Or

HANDSAWS

Khazal Amery? You will think admitting that I have never met. imagined there

Princess Helana Montafien? Or

Sheikha Shenda

could be such a person as Sheikha Shenda Khazal Amery, but there we have it - envy, like I said. To verify that I wasn't alone In not having imagined the existence of a person called Sheikhe Shenda Khazal Amery, I asked my assistant, Miss Lee, if she had heard of her. Miss Lee comes from Yorkshire and is a hard-line Tory voter, not the sort to trifle with, though I thought I

would risk it.
"What is the purpose of the question?" Miss Lee asked in turn. "You

usually heve e purpose, some grubby little motive."

"No I don't," I said. "I was thinking, though, that your John Major has e terrible task shead of him if he imagines he can create a clean he imagines he can create a classless Britain, How can he be serious? There are toffs everywhere. How is he going to start dismantling this little lot" - I waved Jennifer excit-edly - "when the ballroom of the Dorchester - you reach it via the foyer, just sashay through, darls, the staff are simply wonderful, everything fresh and welcoming, no structural changes, our hostess is wearing white, aren't the daughters charming? - is packed to the roof with toffs?"

Miss Lee said: "Don't try to be satirical. You're not very good at it. Anyway, I believe that what the prime minister has in mind is some gentle levelling up. No one's coming down, Michael, we're all going up."
Then she added wearily: "Some of us faster than others."

I HAVE HAD a letter from a reader in France, Richard Thompson, saying that he owns a £1 premium bond, 5AN 615038, bought in Ipswich on February 15 1966, that has never won a orize in 25 years. He asks: "Is this a record?" After a quarter of a century you'd

think he'd splash out on another

4 24.7

CAY KYEN

#### SPORT

#### Cricket/Teresa McLean

# The strange case of the flaming flannels

a noble tradition of English cricketing eccentrics. He was an excellent sports-man and played both cricket and football at first-class level, hut his cinb-level cricket and the games he played abroad, for an assortment of improbable teams, produced at least as many remarkable incidents.

One of these was the inspiration for a bizarre work of Doyle fiction entitled The Story of Spedegue's Dropper. The Dropper was a splendid example of the

mixture of ability and idiosyncrasy characteristic of Doyle's cricket career.

For a few years around the turn of the century he played for J.M. Barrie's team of writers and theatrical figures, the Allahakbarries (Barrie's Heaven Hclp Us Brigade), whose members included A.A. Milne, Charles Tennyson and others who were there for fun, drink and literary gossip, not serious cricket. Doyle refused to drink in the puh after games or to play at anything less than his best, which was very dis-

The Dropper was a ball bowled by A.P. Lucas which got Doyle out both bowled and hit wicket, also causing him to hreak his bat in the process. According to Doyle, the ball was a gentle, airborne leg-break that rose 30 feet in the air and then dropped straight down on top of the bails, gathering speed as it fell. It was unplayable. As Doyle put it in his *Dropper* story: "How could you play with a straight bat at a ball that fell from the clouds?"

Doyle's own bowling was medium-pace and well controlled. It was also well thought out. In 1891, he went on a cricket tour of Holland which ended with a game against United Holland at The Hague. The Dutch batsmen had been well taught by an English profes-

RTHUR CONAN DOYLE is best known for his Sherlock Holmes stories hut he also deserves celebration as one of tradition of English cricketing the one are allowed more than the one also where he thought stump, the one place where he thought the batsmen had looked vulnerable. All four were caught at mid-off or cover and Doyle was carried from the field on the shoulders of his team-mates with match-winning figures of 4 for 4. However, his 16-stone weight was too much for his bearers and he crashed to earth,

cheered by the Dutch as he went.

Doyle was always heavy but trained vigorously to turn prosperous fat into sporting muscle. One of his training overseers was a fanatic named Sandow, whose muscla-huilding techniques included rolling cars over and chucking cannoo balls about.

cannoo balls about.

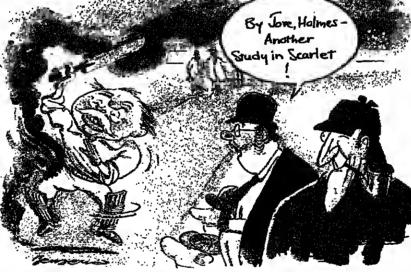
Doyle thrived on this sort of regime. He played rugby well and boxed well. It was Doyle who introduced skiing in Switzerland in the winter of 1893-4. Ha liked hearing himself described as "an Alpine sportsman" and he helped to satisfy his taste for the frozen by going oo whaling expeditions to the Arctic. He enjoyed many other forms of fishing, was a keen fencer and held himself to be a good shot, though on one occasion he shot his gardener by accident, thereby establishing a life-long friendship, said his son enigmatically.

Shooting seems to hava been one of Doyle's riskier sports. He invented a gadget which was a cross between a

gadget which was a cross between a spring-gun and a matchbox. It set the hilliard room alight. Undaunted, he reached the third round of the amateur hilliards championship. He played golf and went for balloon rides.

and went for balloon rides.

But the exotic could not compare with the poetic and Doyle wrote in his memoirs: "Cricket is a game which has, on the whole, given me more pleasure than any other branch of sport." As well as being a useful bowler he was e



good batsman, reaching the heights of cricketing ambition with a century at Lord's in 1897. He kept the bat all his life. He played for Hampshire and the MCC, which presented him with a little silver hat for his hat-trick of cleansilver hat for his hat-trick of clean-bowled wickets against the Gentlemen of Warwickshire, one victim complain-ing afterwards that he was put off hy the sight of Doyle's hefty figure trundl-ing up to bowl "in a crude pink shirt against an olive-green background." Doyle's proudest moment was when he took W.G. Grace's wicket, only for Grace to take his wicket in return. Doyle was furious. He did not just

Doyle was furious. He did not just regret tha times he was out, as every regret tha times he was out, as every batsman does; he worked himself up into a state where be was haunted by them. This was part of the restless, almost frantic element in Doyle's character. He played every one of his many sports passionately, partly to wear himself out and calm himself down, partly to keep in touch with the weird and wonderful undercurrents of life which sport was always helping him uncover. Nothing could have compared with the weird and wonderful dismissals cricket produced when Doyle was playing it. "Spedegue's Dropper" almost cricket produced when Doyle was playing it. "Spedegue's Dropper" almost met its match in the delivery Doyle got from Kent's fast bowler. Walter Brad-ley. It hit him on the thigh, inflicting such agonising pain that he looked down and found he was on fire. The ball had splintered a tin of matches in his pocket and set them alight. He stamped them out on the turf. He was peeved when he discovered that he was not tha

when he discovered that he was not tha first to have had this happen to him.

One cannot help thinking that Doyle might have put the matches in his pockat in the hope that they would burst into flames, for he sought strange happenings. In one game for the Allahakbarries he came on to bowl when the opposition had made 72-8 in reply to the Allahakharries' 72 all out. He bowled their ninth batsman and, as soon as the over was finished, charged np to the other end to start another one.

one.

Vigorous complaints from the batting side prevented him from doing so, but he had nearly managed to be an insugural law-hreaker, carried away hy excess enthuslasm. The opposition promptly scored the winning runs.

Doyle needed to be odd. He made a career out of eccentricity and cricket was his ideal field of play, providing him with infinite opportunities for oddity and his friends and spectators with the chance to see a memorable cricket-

the chance to see a memorable cricket-ing eccentric in action, a man for whom a straight bat might well mean a bat facing straight up to the sky.

## Yachting/Keith Wheatley

## Star Wars at sea

N THE East Coast of the US there exists a yacht-racing circuit so bi-tech and expen-sive that even the competitors call it "Star Wars." The 50-foot class is controlled by owners who, before the days of corporate sponsorship, would have been America's Cup players. So it is heartening to report that a Brit, alumnus of Welwyn Garden City grammar school, recently scooped the pool with his first venture into the 50footers. Michael Peacock's new Juno,

his fifth racing yacht to bear the name, won January's Key West regatta. Helmed by Olym-pic gold-medallist Mike McIntyre, Juno had only sailed for a few hours before the Florida event. Next week she will be the boat to beat at the Miami 50-ft regatta. Yet as recently es last

antumn Peacock had no plans to campaign the boat in the US. After a December launch he thought there would be other suitable boats in Europe to tune up against. Juno's prime role is as British flagship in the Admiral's Cup team for July.

for July.

"The prospect of having to go on the 50ft circuit actually threw me a bit off-balance." admits Peacock, "because it is so horrendously expensive. I looked very hard for another way but it was impossible because all the competitive boats were in Key West."

Anyone who orders a 50ft racing yacht, designed by Bruce Farr and built by Bill Green of Lymington (both market leaders and with prices to ket leaders and with prices to match) had better be prepared for bills that stretch towards £250,000. Salls and campaign

costs could add £100,000. However, simply ehipping Juno to Florida and back added £25,000 to the bills, and crew travel and accommodation nearly doubled that figure. keep his hobby-horse's feet on the ground. Nevertheless, hav-

ing now fed Juno amhrosia,

"Having got involved I realised that the level of sailing is beyond compare. I have never before participated in races that were as competitive, diffi-cult and unpredictable. The competitive boats are so close in performance, with the best guys in the world driving them

nothing else will do.

'The competitive boats are so close, with the best guys in the world driving - pure magic!'

- pure magic!" he enthused, back behind a desk off London's Oxford Street. Having been both a success-Having been both a successful entrepreneur and administrator (Peacock was controller of BBC1 before moving to ITV and then founding Video Arts with John Cleese and other partners), ha particularly appreciates the way the 50ft-class owners create and manage their own regatts, with age their own regattas, with paid officials.

"There is honest profession-alism here," he says. "You are not trapped with club-level race officers running interna-tional events." The complaint is growing among top-level sailors that traditional yacht clubs are often better at run-

ning buffets than managing events equal in cost and skill to Formula I motor racing.
Back In England, Britain's other principal Admiral's Cup contender, the two-tonner Wings of Oracle, was launched recently. Sha is entirely the creation of the Oracle international software company. No

obsessive owners here. Having been introduced to top-level sailing through tha unlikely avenue of the RAF Sailing Association, who make up the hulk of the training squad for Wings of Oracle, the company has taken to sailing handsomely and has several other nautical sponsorships in

Tim Law, repeatedly a champion in the Sigma 33 class and younger brother of America's Cup helmsman Chris, is a key figure on the back end of Orncie, as is J24 whizz Ian South worth. Flt-Lt John Best, survivor of the debacle that was Satquote Defender, the joint services entry in the Whit-bread race, is Oracle's skipper. Wings of Oracle is due for training sessions in Palma and western France before her first British races in late April These are the trials for the British Admiral'e Cup team. By then Oracle will have spent

north of £500,000 and still not be certain of selection. The good news for the spon-sor is that there is unlikely to be another two-tonner in contention. Nor, for that matter, a 50-footer other than Juno. Whether any one-tonner enters the lists remains to be seen. The Royal Ocean Racing Club "selectors," led by Iain Macdonald-Smith, do not like this mentioned in the press. They fear it makes them look silly.

